CANADIAN
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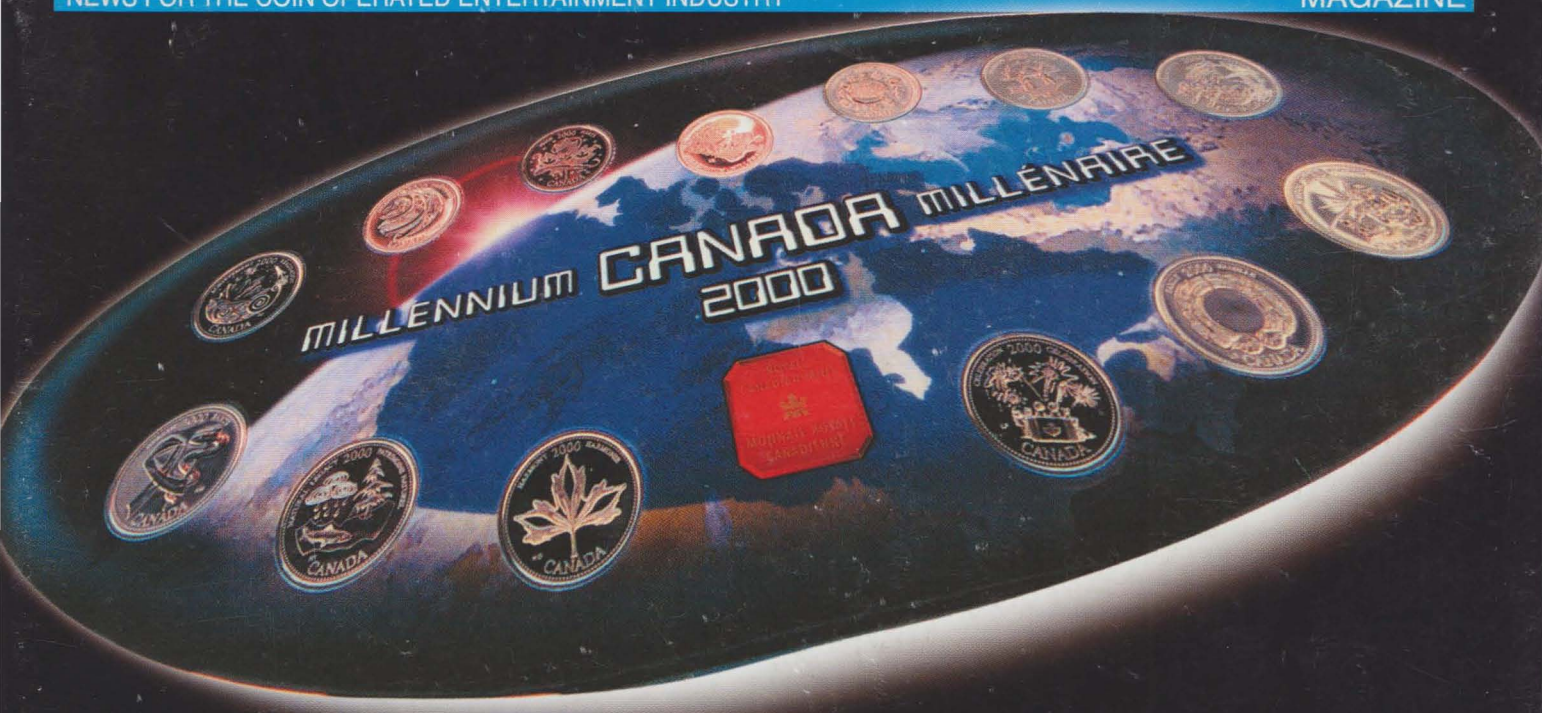
MAY 2000
NEWS FOR THE COIN OPERATED ENTERTAINMENT INDUSTRY
MAGAZINE



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Canadian Business Press

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PERSPECTIVES

With Sandra Anderson-Lloy

So You Want To Get Into Vending

First, some housekeeping. Last issue, I asked if anyone missed the top 10 games poll and provided a questionnaire. Judging by the response, I guess you didn't miss it enough. It won't be reinstated at this point in time.

Welcome to the Buyers' Guide 2000. There is still some regular editorial features in this issue including our new Bulk Section, which is receiving a tremendous response. Company listings appear in alphabetical order.

Now for vending. There seems to be a keen interest among many in the coin operated amusement industry to venture into vending, whether it be sales or operation. Organizers of the Amusement Showcase International banked on this by overlapping their show dates this year, with the national Automatic Merchandising Association's western show in Las Vegas. The ASI's educational line-up included a seminar moderated by Tim Sanford of Vending Times. I would personally describe Sanford as a walking encyclopedia of the Vending and office coffee industries in the United States. Another walking and talking historical source is Ben Ginsberg of OCS and Vending magazine in the U.S. I've only been in the industry for 10 years, but am a bit more familiar with the Canadian Vending industry.

The main message in Sanford's discussion, which featured panelists from prominent vending companies, is that amusement operators considering venturing into vending operation need to wear two hats. The only common factor between the vending amusement industries is that the method of payment is coin operated and that is where the similarity ends. The coin mechs are different. The type of service required is different. An operating company's technicians also need to wear two hats, and you may actually need to hire a new technician or pay for the training of your current technicians. Technicians dealing with refrigerated units must have special certification to handle freon. An operator will need to get into merchandising and will need adequate warehouse space including refrigeration and freezing if you want to get into food or ice cream vending.

The recommendations in the seminar were to start slowly and easily. Canned soft drink machines are easiest to stock, service and place on location.

Vending machines, especially glass-front, must be kept clean at all times, as we are talking about food products here.

A small location in the vending business is less than 50 people. A location under 20 should be left to the honour box operators. As far as finding locations, you have to pound the pavement yourself, no successful vending operator uses locating services. The best locations are already taken. Industrial sites and schools have long holiday breaks, with no money being put in your machines.

Vending machines depreciate very slowly compared to video games.

Vandalism may be more of a factor with vending machines as locations are more public and merchandise as well as money inside is attractive to vandals. It

Continued on page 4

NOTICE TO OUR READERS

The operation of some of the games advertised in this publication and the features therein may be subject to various federal, provincial and/or local laws or regulations. It is not intended herein to solicit the sale of such games in any jurisdiction wherein the same may not be legally sold or operated.

—The Publisher

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Canada's Hit List

Top 10 Francophone

1	Nicola Ciccone	**Le Menteur**
2	Katerine	**Je Vous Emmerde**
3	Eric Lapointe	**Tendre Fesse**
4	Infini-T	**Comme Toi**
5	Kevin Parent	**Psychologue**
6	Francis Cabrel	**Rien De Nouveau**
7	Louise Attaque	**Tu Dis Rien**
8	Diane Dufresne	**Rock Pour Un Gars...**
9	Natali Lorio	**Les Notes**
10	Chris DeBurgh	**Quand Je Pense à Toi**

Top 10 Country

1	Lonestar	**Amazed**
2	Dixie Chicks	**Goodbye Earl**
3	Alan Jackson	**The Blues Man**
4	Faith Hill	**Breathe**
5	Garth Brooks	**A Friend To Me**
6	Alabama	**Small Stuff**
7	George Strait	**Best Day**
8	Shania Twain	**Rock This Country**
9	Mark Willis	**Back At One**
10	Toby Keith	**How Do You Like Me Now**

Top 10 Contemporary

1	Anastacia	**I'm Outta Love**
2	Macy Gray	**I Try**
3	Bloodhound	**Gang**
4	Kid Rock	**Only God Know's Why**
5	Tom Jones	**Sexbomb**
6	Red Hot Chili Peppers	**Otherside**
7	Santana	**Maria, Maria**
8	Enrique Iglesias	**Be With You**
9	Marc Anthony	**You Sang To Me**
10	Our Lady Peace	**Is Anybody Home?**

Canada's Hit List is now compiled for Canadian Coin Box magazine by Nadisq, 209 Victoria, Valleyfield, Quèbec, J6T 1A8, tel: 877-371-4040, fax: 877-371-4340—the Canadian supplier for jukebox operators of CD compilations, 45 RPM vinyls, Promo Only Compilations and ERG Compilations.

INDUSTRY NEWS

ICE Appoints Bowlingo Exclusive Distributor for All of Canada

Effective April, 2000, Innovative concepts in Entertainment (ICE) have appointed Bowlingo, a Division of Mendes, based in St-Foy, QC, the exclusive Distributor of the ICE product line for all of Canada. ICE will continue to sell only Starburst Coin of Toronto, Ontario, and all other sales to Canada will be handled through Bowlingo.

Ralph Coppola of ICE says of the appointment, "We have sat patiently for the last few years trying to work with various Canadian distributors to get our product recognized in Canada and now it is time to move forward. We have over the past few years become the largest manufacturer of redemption games in the world. We have added a crane line which has quickly become one of the leading cranes in the US market. We have added the highest quality coin pushers in the world with the Crompton line, and recently we have added the top quality SAM Bilares Air Hockey and Pool Tables to our product range. All this has resulted in 4 straight years of growth for ICE, but up to this point we have not maximized our potential in the Canadian market."

Coppola added, "our tie up with Bowlingo is very exciting. They have a sales force in each area of Canada that will be on the ground in Canada moving ICE product daily. We feel that we have a great deal to offer the operators in Canada and now we plan to work closely with Bowlingo to bring our product to the customers in Canada."

Greg Kania, longtime ICE Sales veteran will work closely with Tony Gattillo of Bowlingo and Tony's sales team to maximize the ICE presence in Canada. Greg added, "This Bowlingo Sales team has a great passion and enthusiasm for the coin-op industry and I really look forward to establishing a very close working relationship with each of them."

Bowlingo recently visited the ICE headquarters in New York for 2 days of intense sales training on the many different products manufactured and sold by ICE including redemption and sports games (many Canadian operators will recall the ever popular, SUPER CHEXX game with quickly became a Canadian National pastime back in the 1980s.) cranes, coin pushers, air hockey and pool tables, as well as the company's full line of cabinets.

Kania will facilitate all ICE sales in Canada and oversee the distributor network from ICE's headquarters in New York.

Coppola finished by saying, "This is an exciting time in our company history with many new developments and we are taking an aggressive position in Canada with hopes of making it one of our leading international markets. The opportunities for ICE and Bowlingo, as well as the operators of Canada are endless. We have the product line, we have the after sales service, and now we have one of the leading sales organizations in Canada behind our products.

Contact ICE at: 716-759-0370, Bowlingo: 418-650-2425.

So You Want To Get Into Vending

Continued from page 1

would be wise to invest in better locks and security devices.

Competition is stiff, so service is key. You may have to pay commission, but exceptional service can lessen the amount.

A tip in regard to office coffee service—customers are hung up on the price of coffee, but not on the price of cream or sugar.

A selling tip in your bar locations where you currently have games, convince the location to replace their free peanuts with vended snacks—bulk peanut vendors or even larger machines with potato chips.

A question arose during the seminar about operating ATMs. You would have to wear a different hat for that too, but that in another story.

At the recent Canadian Automatic Merchandising Association's show in Toronto, ON, several amusement operators were seen walking the show floor to learn more about the vending industry.

Of manufacturers who have both vending and amusement, or most accurately music, divisions is Rowe International based in the U.S. and Wurlitzer, based in Germany.

Of Amusement Machine Distributors who have taken on vending lines currently are Canadian Amusement Game's Supplies and Canadian Coin Machine Distributors, both in B.C. In Montreal, Laniel Canada who used to carry amusements up to a few years ago are now strictly vending, and Laniel Automatic who used to carry a line of vendors, are now strictly amusements.

On the operating side, our business profile this issue features a new company, Avante Vending & Amusement Services, who's name says it all. There are also several other operators in Canada wearing both the vending and amusement hats. Coin Box also has it from a reliable source that Starburst Coin Machines is considering vending operations and is looking at purchasing profitable routes. One operator who operates both vending and amusements said, "You know what I like about vending, it may not be fast money, like amusements, but it's consistent money." Vending may also, depending on location, help you during those amusement "slumps" after Christmas and during the summer.

If you have any questions about the Vending industry, feel free to contact me at 519-582-2513 x265, fax: 519-582-4040, e-mail: coinbox@annex web.com. If I can't answer your question, I'll direct you to someone who can.

Canadian Coin Box has a sister publication, Canadian Vending, Canada's prime source of news for the vending and office coffee industries. Subscribers to Coin Box should automatically be receiving Vending in the alternate months, as the circulation list is combined. If you are not receiving Canadian Vending, and wish to, please call Cheryl Nowe in our circulation department at 519-582-2513, x 240.

—By Sandra Anderson-Lloy, Editor

Merit Caters to French-Speaking Canadians

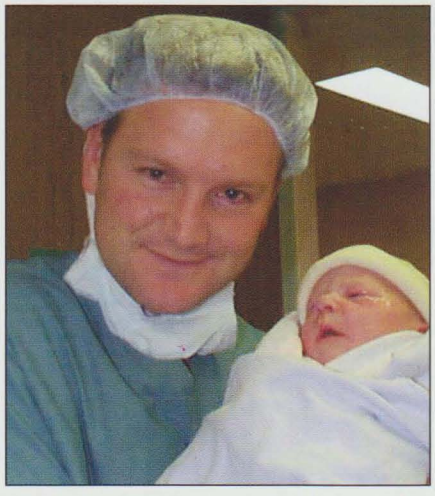
Thanks to Merit Industries the over 7 million French-speaking people of Canada have something to celebrate. With its latest release of quiz games specifically designed for a French-Canadian demographic, Francophones throughout Canada can enjoy games specifically tailored to their language and culture.

"One quarter of the population of Canada claims French as their mother tongue," said Merit's Vice President of Business/Market Development Dave Myers. "It just made sense for us to expand our already extensive language databases to include this important segment of the market."

French-Canadian content is included as part of the standard program on the Maxx 2K and XL Gold Units. The database includes over 7,000 trivia questions, many of which reflect the culture of French-speaking Canada or of France itself. Sample questions from the trivia

Continued on page 23

PEOPLE



Gilchrist Vending's Chief Honcho shows off his brand new son.

McRae Baby

On Tuesday, March 1st 2000, at 9:09 a.m. Toronto time, Craig and Megan McRae had a healthy bouncing baby boy. Ryan Reginald McRae weighed in at 9 lbs, 2 oz. Proud dad says, "He's a contender for the WWF already."

He has brown eyes, and sandy blonde hair. Mom is feeling fine and Dad is so euphoric, uncle Tom Gilchrist jokes, "It's enough to make you sick."

Ryan's middle name is taken from Craig's grandfather, Reginald Charles Gilchrist who founded Gilchrist Vending, Toronto, Ont., in 1932. "So we'll see if this guy does something as memorable," says McRae

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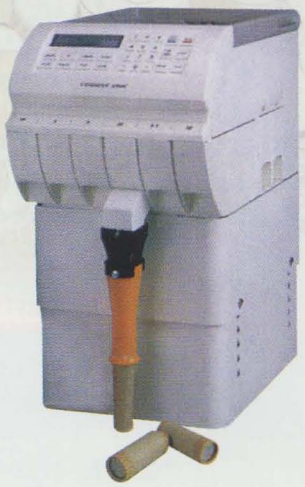

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Avante Vending & Amusement Services, Moving Forward

Frank Casarella is on the road again, back operating his own company full force

Niagara Falls, home to one of the major tourist attractions in Canada is now home to Avante Vending & Amusement Services, run by Frank Casarella.

Avante means "moving forward" in Italian and that's exactly what Casarella is doing as he embarks on this new business, trying things that he has never done before, with loads of fresh ideas and plenty of enthusiasm. And to move forward even further, Casarella and his wife Keena, who currently runs the offices at Avante, are expecting their first child in July.

Frank Casarella in his roughed out showroom that will display both games and vending equipment.

After operating his own games route for seven years, Regalview Amusements, Casarella sold to Starburst Coin Machines and picked up valuable experience in sales and other areas in the two years he was there.

Avante keeps mobile with limo and coffee truck services.

Casarella says he has respect for Starburst's Len Keywood and that the departure was amicable.

Casarella launched Avante in the early part of December 1999 with savings he had from former real estate transactions as well as the "nestegg" he didn't touch since the Regalview sale. Several months later, his first cousin, Sergio Maiorano bought into the company to help with route operation in the Toronto area.

"I take this industry very personally," says Casarella. "My own route allows me to take care of my customers first."

Casarella is Director of Operations at the Niagara Falls offices and Maiorano is route manager from the Toronto satellite office, and together they are trying to form a "one stop" shop for vending, office coffee, amusements and even limousine service. The company business card even says, "Where one call does it all."

Casarella bought three coffee trucks, a few small vending and amusement companies, and plans to focus on the vending and amusement areas. Avante acquired a 10,000 sq. ft building to be used as a warehouse and offices. Although based in Niagara Falls, Avante plans to have satellite offices in London and Windsor offering service covering most of Southwestern Ontario. Avante already has four employees and a lot of good ideas as they strive to make their company unique.

The vending division operates a full line of snack, pop, food and coffee machines, some 120 in total. Casarella is currently in negotiation to pick up a full line vending distributorship. Avante has some office coffee accounts as well, and with the coffee trucks is planning to make the meals in house.

In amusements, the prime fare is pool tables, countertops, CD jukeboxes and pinball and video games with some 180 on location.

And last but not least, the limousine division includes two white stretch cars. Limousine operation was Casarella's business before he got bitten by the amusement and vending "bug" and he chose to go back into it. He doesn't advertise this service, except on his business card, but instead offers it as a "perk" to customers.

"If a location is having a pool tournament or something, I may offer a 3-hour limo ride as a prize for them," says Casarella. Account employees are also offered discounts, such as in one case where a vending account employee needed a limo for her wedding.

Casarella admits he's still learning and says trade shows are invaluable. "Every operator should be going to trade shows to learn more about the industry, as well as to save thousands of dollars," he says.

So, armed with a good business sense and down to earth attitude, Casarella's Avante moves forward. Look for an open house later this year of Avante's completed offices in Niagara Falls. ❑

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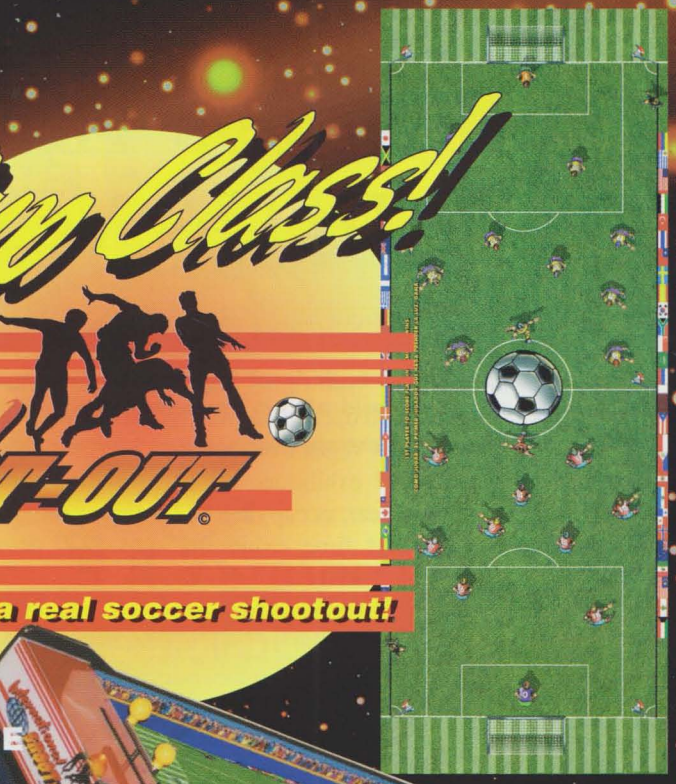

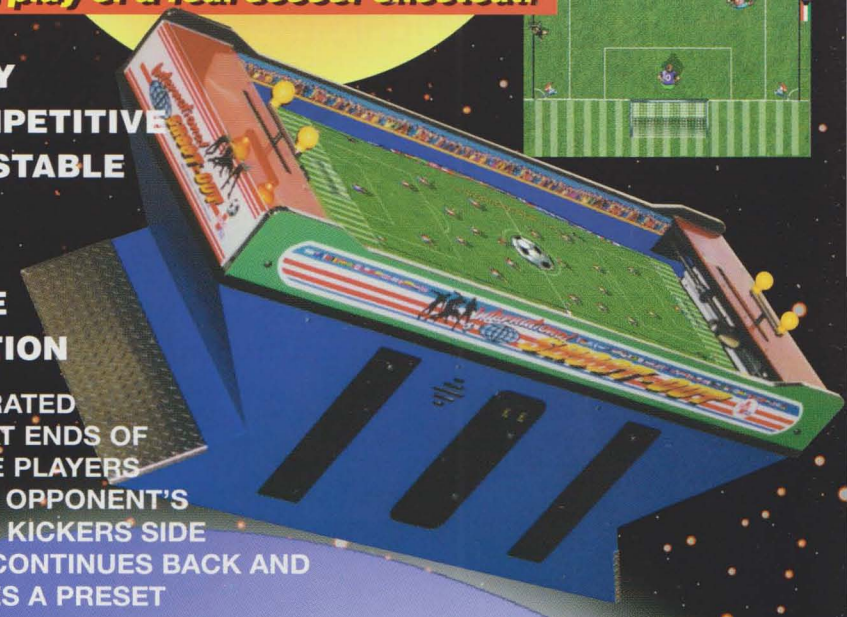

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ASI Brings Thousands To Las Vegas

The co-location with Western NAMA was a good draw

Amusement Showcase International 2000 opened on March 29 at the Las Vegas Convention Center boasting 212 exhibitors, up 14 per cent from last year, occupying 682 booths and 33 first time exhibitors. Show organizers promoted the co-location with the Western National Automatic Merchandising Association show for vending and office coffee service this year and it seemed to pay off as 5920 people registered, an increase of 4 per cent over last year. ASI honoured Western NAMA badges, but ASI attendees had to pay $30 (a substantial discount from regular fees) to get into the NAMA show.

The ASI Convention Committee cuts the ribbon to officially open the show.

One of the key issues dealt with at the show is that many amusement operators are looking at vending as a somewhat related, viable addition to their current business. Along this line, one of the first seminars offered in the education program was *Expanding Your Business with Vending.*

The Legends in concert, Bette Midler impersonator, belts out a few songs during the opening ceremonies of the ASI show.

Randy Fromm's Arcade school again presented TechFest which was its usual success. Other educational sessions included topics such as: Music Licensing; Video Game Violence; Coinage; Marketing; and much more. Attendance was good.

There was more fanfare at the opening

Bart and Homer Simpson were on hand to help promote the new Simpsons Bowling Game at the Konami booth.

Margaret Patey, Silvie Laniel and Jerry Power of Laniel Automatic pose with the French version of the new Stern Pinball, Striker XTreme.

Top Left: One of the characters from Midway's new Dark Legacy video game lures players over.

Middle Left: Sylvie D'Avignon poses with the magik 50 cabinet with four-player console at the Magikkastle booth.

Discussing the latest in pool, air hockey and foosball, Bill Rickett and Chris Brady of VDLP flank Jim Niblock of Canadian Coin Machine , Burnaby, B.C.

ceremonies this year as a Bette Midler impersonator entertained the troops. The awards were presented Wednesday morning before the official ribbon cutting in order to make the operator's cocktail party, later that evening, the social highlight of the ASI.

Walking the show floor, it was sports related simulators that seemed to take the field this year. Most every manufacturer offered a large driver, or sports themed video such as soccer or football. Target shoot games were also a big feature this year. Even the new pinball offered by the lone pinball manufacturer, Stern, was a soccer themed game. The impression is that manufacturers are interested in selling to arcade and entertainment facility operators. Many

Martin Montplaisir and Glen Lafond, of National Electronic Technologies from N.B. pose at their booth promoting the VideoNET coin-op internet terminals.

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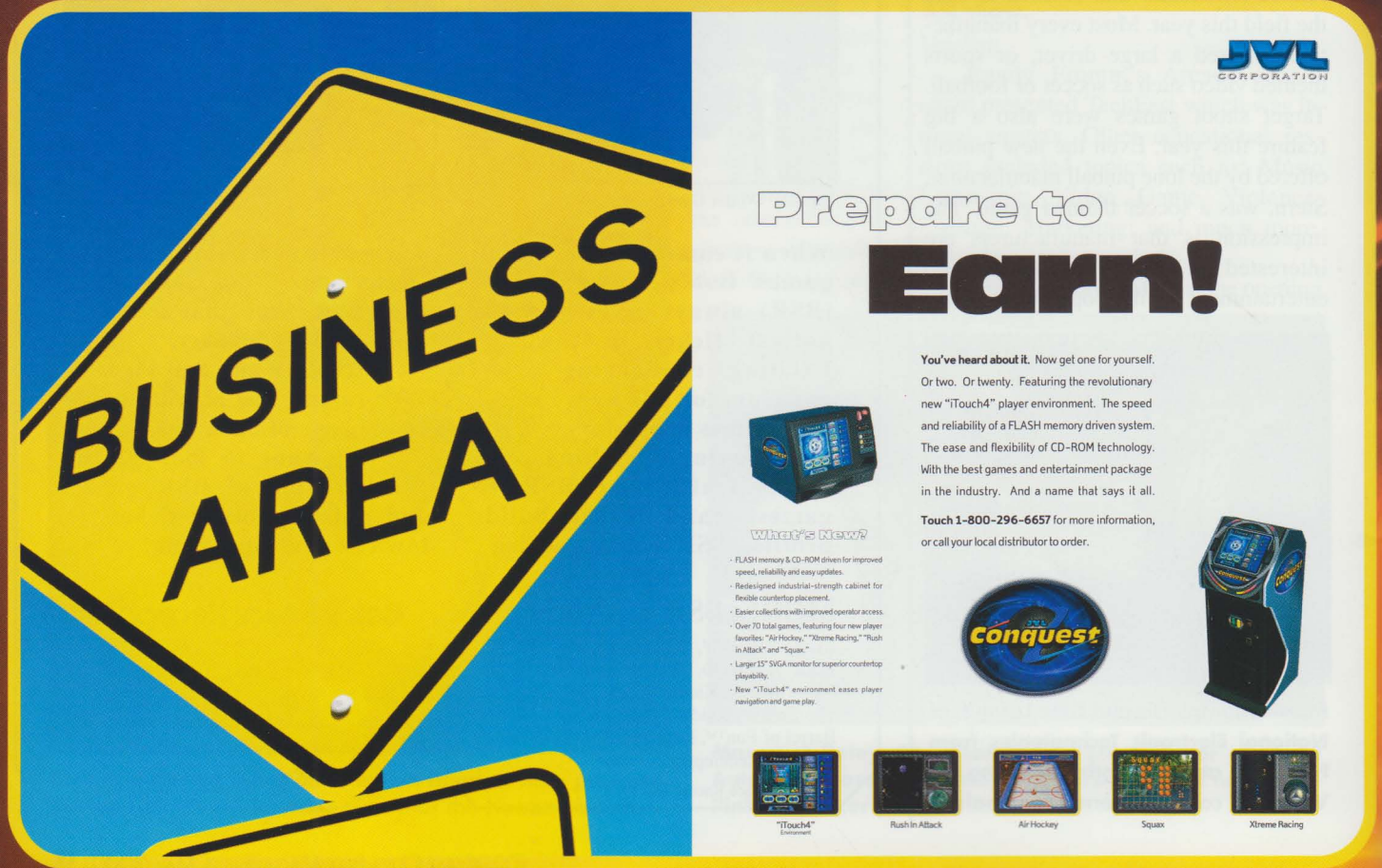
CE LISTED

ASI Show Wrap Up

Continued

Sharon Hall, Jim Hall and Valerie Bechtold of JVL, based in Concord, Ont., with the new conquest countertop game.

Show goers couldn't stop playing Gockey. The name of the game is a combination of hockey and golf. Danny Greason and Daniel Bagley of Gockey Inc., North Bay, Ont., (centre) cheer on a couple of players. The coin-op version of this game was inspired by Molson's Brewery who used a version of it in their Mega road shows throughout Canada. There is also a table in the Maple Leaf hockey team's dressing room and the U.S. military is interested in putting in their bases around the world. Gockey requires no electrical hook up and cost for the unit is much lower than other table games. The company is currently looking for Canadian Distributors.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JVL Corporation 553 Basaltic Road Concord, ON L4K 4W8 Canada phone: (905) 303-3360 fax: (905) 303-3361 web: www.jvl.ca

street operators, expressed that there wasn't much for them. Ted Csontos of GameWorld said while looking at the large pieces at the Sega booth, "This industry has evolved into an unaffordable piece of furniture."

There were a handful of Canadian operators in attendance and all of the Canadian distributing companies were represented. Canadian exhibitors included: Allstar Distributing, Montreal, Que., with their bulk merchandise and sticker and capsule machines; Beaver Machine Corporation, Newmarket, Ont., with their bulk vendors including the new joke machine and Lollipop machine; Gockey Inc. from North Bay, Ont., with their simple, yet very entertaining table game; JVL, Concord, Ont., with their new Conquest table top game; Magikkastle Inc with their 50" cabinet and game system; National Electronics, Rothesay, N.B., with their Video-Net coin-op internet terminals and Pentranic, Ajax, Ont., with their monitors.

Some interesting novelty pieces included a lifesized horse that the player rides while following the game on a video screen, some virtual reality type pieces, and bull wrestling, just to name a few. There were some 211 exhibitors in total. Many offered show specials.

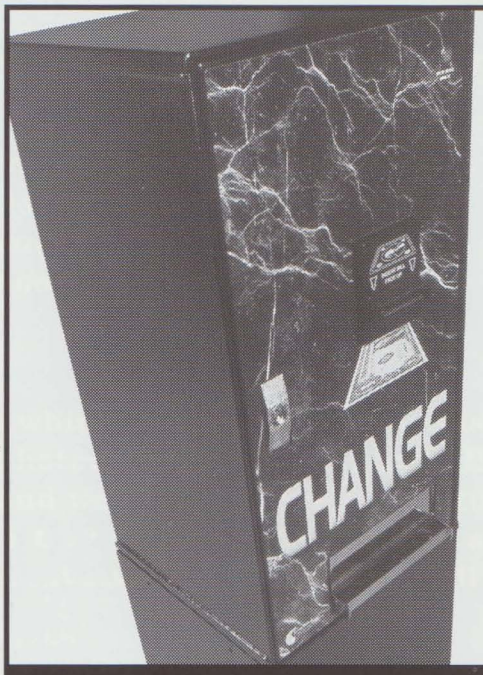
The 2001 ASI show will again be held in Las Vegas in spring. ❑

—By Sandra Anderson-Lloy

J. Douglas Johnson, new Pres. & CEO and Joel Friedman, VP of Rowe pose with the Saturn and Karaoke CDV jukeboxes. The company gave away hats and jackets for those brave enough to sing.

A unique piece by Jay Semicon & Amusement Corp., *Madori,* has players riding a lifesized fibreglass pony and looking at a video screen to see where they are in the race.

These intimidating Star Trek Borgs stared down would be players as part of a new game, *Star Trek Borg Contact Resistance is Futile* by NOVA Productions. The company also showed a bull wrestling game.



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VNEA Celebrates 20 years in Las Vegas

The Valley National 8-Ball League Association is holding their 20th Anniversary International Championships at the Riviera Hotel in Las Vegas, Nev., May 25 through June 3, 2000.

The president's reception will be held June 1, 2000 and the Banquet and Awards Ceremony will be on Saturday, June 3, 2000.

This year will again include the induction of five new members to the VNEA hall of Fame, the World Speed Pool Finals, the selection of our Tournament All-Star Teams, presentation to our Meritorious Service Award recipient, the issuing of Lifetime VNEA Sanctions, the President's Award and much more.

The Championships will also feature record numbers in players and prize money and organizers are confident that it will be "an absolutely spectacular event."

IT Tournament System in Canada by September

Canadian coin machine operators who have been patiently awaiting the tournament system for their Golden Tee Golf games to come to Canada, after several years of successful operation in the U.S., need only to wait a few more months.

After several years of investigating, Incredible Technologies plans to bring their successful tournament system to Canada this year. The system which has had a key roll in the incredible success of the company's Golden Tee golf games and now is available for other games and even downloadable music, is expected to be up and running in Canada by September 2000.

The tournament system will be a welcome complement in Canada to IT's newest game, Golden Tee Four, which has been shipping since February and has received phenomenal response from those operators who have managed to snag the first production models for their locations.

Laniel Automatic & Ontario VNEA

In *Canadian Coin Box*'s coverage of the Ontario provincial team VNEA 8-ball Championships held in Hamilton, Ont., Valley pool table distributor, Laniel Automatic had its Ontario staff contribute significantly to the set up of the tables and the support of the tournament. This very important fact was not mentioned in the coverage of the event and we apologize for any confusion this may have caused.

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20

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Jim Mason
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Tom Elum
Warren Kelley
Emil Marcet
Tami Norberg-Paulsen
Craig Dumdei

Leagues are the foundations upon which successful businesses are built. Simply note the names in the esteemed honor roll listed above. That's why Valley is committed to its continuing support of the VNEA, and we offer sincere congratulations and thanks to both the players and charter holders for taking our industry down a continuing road to success. So why wait till next season to get involved in the VNEA? Call 800-544-1346.

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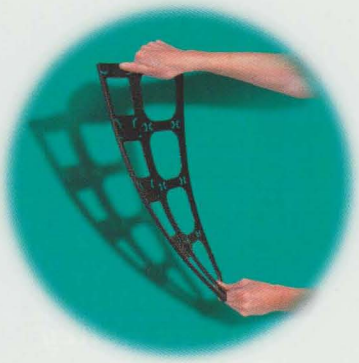
Keith White's Guide to

MAXIMIZE YOUR PLAYTIME!



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Tel: 416-256-0377 • Fax: 416-256-0381
e-mail: gilchristvending@compuserve.com

Western Canada
Canadian Amusement Game Supplies
3117 Thunderbird Crescent, Burnaby, BC V5A 3G1
Tel: 800-960-7878 • 604-421-7042 • Fax: 604-421-5078
e-mail: cags@bc.sympatico.ca

CANADIAN COIN BOX 2000 BUYERS' GUIDE

A comprehensive listing of Companies and their Products & Services.
Company listings are in alphabetical order, complete with address and telephone numbers.
The Product & Service Index begins on page 21.

ABLOY CANADA INC.
9500 Trans Canada, Montreal, QC H4S 1R7 Tel: 514-335-9500, Fax: 514-335-0430, Toll Free: 1-800-465-5761 e-mail: abloycan@aol.com web site: www.abloy.com
Management: Stephen Timmons, President; Reiner Hentze, Vancouver Sales Rep.; Bob North, Alta., Sask., Man. Sales Rep., (403) 419-2725; Terry Siow, Regional Sales Manager (Ontario); J. Philippe Jacquet, Regional Sales Manager (Quebec).
Branches: Vancouver, BC (604) 924-2075; Markham, ON (905) 475-8383.
Main Products: Manufactured & Distributed: Abloy Maximum Security Locks.

ACME KIDCO CANADA INC.
7219 Transcanadienne, Ville St-Laurent, QC H4R 1P8 Tel: 514-990-ACME (2263), Fax: 450-473-9080, Toll Free: 1-800-661-2263.
Management: Claude Poirier, Pres.; Daniel Renaud, Pres.
Main Products Distributed: Kiddie Rides and Bulk Vendors.

ACTIONMATIC LTD.
PO Box 326, Chatham, ON N7M 5K4. Tel: 519-351-2181, Fax: 519-351-7304, Toll Free: 1-800-265-8363 Canada & US.
Management: Hermie McPhail, Pres.; Ken McPhail, General Manager; Greg McPhail, Sales Manager.
Main Products: Manufactured: Talking Vendor, capsules & novelties, skill testing games and smile games. Distributed: Beaver bulk vending machines, stands and supplies, Talking Vendor, capsules, plush and novelties. $2.00 Typhoon Spiral Machine for vending 2.3" & 2.9" round capsules.

ALCOHOL MEASURING DEVICES INC.
14 - 975 Midway Blvd., Mississauga, ON L5T 2C6. Tel: 905-670-2288, Fax: 905-670-8211.
e-mail: garcomeau@acs-corp.com
web site: www.amdcorp.com
Management: Gregory A.R. Comeau, President.
Main Products: Manufactured: EBA Public Breath Alcohol Tester. **Distributed:** EBA, Ensure, Drivesafe, Safecheck.

ALFA CAPPUCCINO OR FOOD MACHINERY
750 Millway Avenue, Unit 6, Concord, ON L4K 3T7. Tel: 905-660-2750 Fax: 905-660-2755.
e-mail: alfacapp@globalserve.ent
web site: www.alfacap.com
Main Products: Foosball Tables.

ALLSTAR DISTRIBUTING INC.
2115 St. Regis, Dollard des Ormeaux, QC H9B 2M5. Tel: 514-685-1400, Fax: 514-685-5038.
e-mail: dorfman@total.net
web site: www.allstarstickers.com
Management: Myrna Dorfman, President; Harold Dorfman, Vice President.
Main Products: Manufactured: Sticker machines, stickers, tattoos, Beanie babies machines.

ALOUETTE CANADA
8505 Delmeade Rd., Montreal, QC H4T 1M1. Tel: 514-342-9111, Fax: 514-342-8868.
e-mail: alouett@cam.org
web site: www.alouetteamusement.com
Management: Gerald O'Reilly; Phylis O'Reilly; Tim O'Reilly; Richard St-Hilaire. Branches: Toronto.
Main Products: Distributed: Sega, Rowe, Arachnid, Dynamo, Garlando, Kiddie Rides, ATM, EMT, Zamperla, Merit, Konami, Redemption, Carnival Rides, Pushers New and Used Gaming Equipment for export only.

AMUSEMENT MACHINE OPERATORS OF CANADA
2684 Fenton Rd., Gloucester, ON K1T 3T7. Tel: 613-822-6808, Fax: 613-822-2721.
Management: Brian Whitman.
Main Products: Services: Canadian National Coin-Op Amusement Machine Operators' Association representing members concerning national issues.

ARBORTRONICS
1520 Lodestar Rd., #20,21, Downsview, ON M3J 3C1 Tel: 416-638-6112, Fax: 416-638-0007.
Management: Motek Szpindel, President.
Main Products: Manufactured: Custom designed electronics. **Distributed:** Mars, Coinco, variety of electronic interface. Service Center - repairs of control boards, fluorescent lights for vending machines and other accessories.

ARCADE KIDDIE RIDE CO. LTD.
26 Nantucket Blvd., Scarborough, ON M1P 2N4. Tel: 416-757-2760, Fax: 416-755-4886.
Management: John Keimel, President.
Main Products: Sales, acquisitions and service of used kiddie rides and complete refinishing. Distribution and operation of kiddie rides and bulk vending.

For Subscription Info see page 1

ATLAS AUTOMATIQUE INC.
9010 Avenue Ryan, Dorval, QC H9P 2M8. Tel: 514-631-9790, Fax: 514-636-0687.
Management: Pierre Lapointe, President; Benoit Lapointe, V.P.; Michel Bergeron, Sales.
Main Products: Distributed: Rowe, Standard Change-Makers, Royal Vendors, Coinco, several lines of amusement devices & kits.

BEAVER MACHINE CORPORATION, (Distribution Arm of Machine-O-Matic)
1341 Kerrisdale Blvd., Newmarket, ON L3Y 7V1. Tel: 905-836-4700, Fax: 905-836-4737. e-mail: sales@beavervending.com
web site: www.beavervending.com
Management: Bernie Schwarzli, Pres.; Grace Radtke, Sales Representative; Stefanie Lock, Sales Mgr.
Main Products: Distributed: Chrome Beaver bulk vending machines and stands. All equipment capable of vending a variety of bulk products from gum, candy and nuts to capsuled toys. Advanced mechanical rotary coin mechanism accepts one, two, three or four coins. New products this year: Joke machine, Lollipop machine, Meridian vendor, Sticker machine.

BROKERHOUSE DISTRIBUTORS INC.
108 Woodbine Downs Blvd., Rexdale, ON M9W 5S6. Tel: 416-798-3537, Fax: 416-798-3603.
e-mail: sales@brokerhousedist.com
Management: Jeff Suitor, President; Greg Suitor, Vice-President Sales; Brad Neill, Sales.
Branches: 4275-A Phillips Ave., Burnaby, BC V5A 2X4. Tel: 604-421-2277, Fax: 604-421-1184, Toll Free: 1-800-661-2205.
Main Products: Distributed: Amana Microwave, American Changer, Automatic Products, Coin

Tubes, Coinco, Dixie Narco, Mars Electronics, Panasonic, Royal Vendors, Rowe International, R.M.I., Standard-Change Makers, Fastcorp, Brewmatic, Appart.

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3117 Thunderbird Cres., Burnaby, BC V5A 3G1. Tel: 604-421-7042, Fax: 604-421-5078, Toll Free: 1-800-960-7878. e-mail: cags@telus.net web site: www.cagsonline.com

Management: Brad Weiss, President; Barry Jackiw, Sales Mgr.; John Liikala, Service Mgr.; Steve Camilleri, Parts Mgr.

Main Products: Distributed: Dynamo, NSM, Valley, ICE, Wells Gardner, Coinco, ESD, Coin Controls, Save Time, Tournament Soccer, Klopp, MMF, Wico, Happ, Carousel, Peter Chow Power Supplies, Wildcat, National, Tournament, Taito, SNK, Silver Cup chalk, back-up parts for all makes, Fabtek, Imonex, Smart Industries, Capcom, Belito Soccer, Fabi. Jaleco, Tornado Soccer, Merrit, Konami, JVL, Cash Code, Hanaho, Incredible Technologies, AMS Snack Vendor, Vendo Pop, Ventronic Frozen Food, National Coffee, Standard Change-Makers, Scan Coin, Global Billiards.

CANADIAN AMUSEMENT MACHINES LTD.

305 Armstrong Ave., Unit 9, Georgetown, ON L7G 4Y6. Tel: 905-877-7545, Fax: 905-877-9007.
e-mail: cdn.amus@stn.net

Management: Michael Cochrane, President; Kathy Cochrane, Vice President; Garry Thompsett, Operations.

Branches: Toronto, Fredericton, Winnipeg, Vancouver.

Main Products: Distributed: Jolly Roger and all lines of rides (Kiddie), Micmac, $2.00 Spiral Vending machines, sticker machines, video games, photo booths (Polaroid).

CANADIAN ASSOCIATION OF KIDDIE VENDORS (CAKV)

7219 Transcanadienne, Ville St-Laurent, QC H4R 1P8. Tel: 514-990-2263, Fax: 450-473-9080, Toll Free: 1-800-661-2263.

Management: Daniel Renaud, President; Claude Poirier, Vice-Pres.; Rejean Landry, Secretary; Jim McCowan, Treasurer.

Main Products: Services: A national trade association representing the bulk vending and kiddie ride industries.

CANADIAN AUTOMATIC MERCHANDISING ASSOCIATION

2121 Argentia Road, Suite 404, Mississauga, ON L5N 2X4. Tel: 905-826-7695, Fax: 905-826-4873, Toll Free: 1-888-849-2262.
e-mail: info@vending-cama.com

Management: Amanda Curtis, Executive Director; Melissa Roche, Administrator/Member Services.

Main Products: Services: National Association representing operators, product and equipment suppliers for the Canadian vending industry.

CANADIAN COIN MACHINE DISTRIBUTORS LTD.

108 - 3680 Bonneville Place, Burnaby, BC V3N 4T5. Tel: 604-420-4008, Fax: 604-420-2474,
Toll Free: 1-877-CDN-COIN (236-2646) (Canada).
e-mail: cancoin@istar.ca

Management: Jim Niblock, General Mgr.; Ian Chesterton, Sales Mgr.; Par Bassan, Parts & Service Mgr.; Ron Briscoe, Vending Mgr.

Main Products: Distributed: Atari, Baytek, Bob's Space Racers, Bromley, Capcom, Coinco, Design Plus, Exidy, Grand Products, I.C.E., Klopp, Lazer-Tron, Maggi, Meltec, Namco, Quicksilver, Rowe, Sega, Skee Ball, Smart, SNK, Valley, Mars, Dixie Narco, Incredible Technologies, Great American, Williams Bally/Midway, Stern Pinball, Planet Earth, Fun Industries, Savamco, GPL, Ore-Ida, Tidel, Sammy USA, Benchmark, Coastal, Merit, Deadsolid Golf, Dynamo, Konami, Standard Change-Makers, Rainbow, Vendcraft.

CAN-WEST VENDING DISTRIBUTORS LTD.

4320 97 St., Edmonton, AB T6E 5R9. Tel: 780-433-4477, Fax: 780-433-4488, Toll Free: 1-800-463-8363.

Management: Nelson Nickle, General Manager; Darren Nickle, Sales; Kevin Haugjord.

Branches: Edmonton, AB.

Main Products: Distributed: Crane National, Crane GPL, Vendo, Royal, Coinco, Mars, Standard, Hamilton, Everpure, Ultralift, Panasonic, Amana, Johnguest Fittings, Complete Selection of Used Equipment.

CANADA BILLIARD & BOWLING INC.

3300 St-Martin Blvd. W., Laval, QC H7T 1A1. Tel: 450-687-5991, Fax: 450-687-0720, Toll Free: 1-800-267-2496. e-mail: info@canadabillard.com
web site: www.canadabillard.com
Management: Michel Lemyre, President; Claudette Charland, Customer Relations Officer.

Main Products: Distributed: Pool tables: Canada Billiard, Global. Pool accessories: Cuetec Cues and full line of billiard accessories including billiard cloth. Soccer tables: Mondial, Mondial Pro. Shuffleboard: Canada Billiard. Game tables: Air Hockey, card tables and other games. **Manufactured:** Coin-Op Tables.

CANADA TICKET INC.

9520-192nd St., Surrey, BC V4N 3R9. Tel: 604-888-1200, Fax: 604-888-5682, Toll Free: 1-800-576-5511, Toll Free Fax: 1-800-944-9424.
e-mail: info@canadaticket.com
web site: www.canadaticket.com

Management: Lynn Fox, Office Mgr.

Branches: Surrey, BC; Toronto, ON.

Main Products: Manufactured: Tickets, tags, labels and a whole lot more.

CashCode®

CASH CODE CO INC.

553 Basaltic Rd., Concord, ON L4K 4W8. Tel: 905-303-8874, Fax: 905-303-8875, Toll Free: 1-800-584-2633.
e-mail: marketing@cashcode.com
web site: www.cashcode.com

Management: Joseph Levitan, President; Val Levitan, Senior V.P. Sales & Mktg.; Leon Saltsov, Senior V.P. Engineering/Mfg.; Steve R. Kinder, V.P. Sales; Roberto Flores, Director, Intl. Sales; Pamela Hugill, Director of Sales - Gaming Products; Boris Gitlin, Sales Rep.; Susanne Borschel, Mktg. Coordinator.

Main Products: CashCode manufactures and distributes an international vending line of bill validators featuring lockable-removable cassettes, "belt-less" money transport system, non-contact magnetic sensors and a patented "clamshell" bill path for tool-free access.

CENTRAL AMUSEMENT

PO Box 360, Stellarton, NS B0K 1S0. Tel: 902-752-6164, Fax: 902-755-1808.

Management: John Keay, President.

Main Products: Distributed: Used equipment - pinball, video games, pool tables, etc.

COIN ACCEPTORS CANADA

237 Finchdene Sq., Scarborough, ON M1X 1B9. Tel: 416-297-5520, Fax: 416-297-4170.
e-mail: dgill@coinco.com

Management: David Gill, General Mgr. Canada; Paul Holmes, Branch Mgr. Toronto; Bob Chilton, Branch Mgr. Winnipeg; Mario Chapdelaine, Branch Mgr. Montreal.

Branches: Vancouver, Calgary, Winnipeg, Toronto, Montreal.

Main Products: Manufactured: Coinco three tube/four tube coin changers, Coinco Smart Card Accepting devices. **Distributed:** Royal Vendors - can/bottle vending machines, Standard Change-Makers, SEM upgrade kits.

CONCORD CONFECTIONS, INC.

345 Courtland Ave., Concord, ON L4K 5A6. Tel: 905-660-8989 Fax: 905-660-8979, Toll Free: 1-800-267-0037. web site: www.dubblebubble.com

Management: Howard Smuschkowitz, President;

Bruce Weiner, Executive Vice-President Sales, Marketing; Serge Nusbaum, Exec. V.P. Operations.
Main Products: World's largest selection of vending ball gum available in all sizes and flavours: 5800 ct., 8500 ct., 3650 ct., 1900 ct., 1430 ct., 1080 ct., 925 ct., 850 ct., 475 ct., 1600 ct., 9900 ct., 14000 ct., 775 ct., 13500 ct., 13500 ct., 22200 ct. **New:** Assorted Dubble Bubble Gumballs, Dubble Bubble "1928" Original Gumball, Dubble Bubble Assorted Flavours & Colours Chewing Gum, Dubble Bubble Pink Bubble Gum (9900 ct.), Tear Jerker Guts, Mega Mouth. Popular Items: Seedlings, Splat, Green Apple, Neon, Peach Sundae, Watermelon, Smiley Face, Oh Baby, Bonz, Rascals, Fruit Patch, Grape, Ice Cream Scoops, Tropical Fruit, Pink Lemonade, Cat Eyes, Soda Pop, Baseball, Beach Balls, Surf 'N USA, Boo Boo Bytes, Fancy Fruit, Mega Bytes, Micro Bytes, Tangy Bytes, Buttons, Double Tangy Bytes, Jr. Mega Bytes, Ice Pops, Blue Raspberry, Tongue Splashers, Knee Jerkers, Crazy Brains, Printed Winner Balls, Apple Cinnamon, Black Cherry, and Fruit Of The Moon, Hot Chew Cinnamon, Chlor-O-Bytes, Wheelies, Soccer Balls, Polar Mints and Candy Blox. A complete line of Kaboom Jawbreakers and Splat Jawbreakers, and more.

CONTINENTAL VENDING
5803 Eldridge, Montreal, QC H4W 2E3. Tel: 514-486-7875, Fax: 514-481-4953, Toll Free: 1-877-838-1888.
Management: Mark Weinberg; Dave Weinberg.
Branches: 448 Gibraltar, Mississauga, ON.
Main Products: Manufactured: Hoop Shot Gum Machine. Distributed: Jet Stream Capsule Vendor.

CUMMINS-ALLISON INC.
6810 Kitimat Rd., Unit 4, Mississauga, ON L5N 5M2. Tel: 905-814-6184, Fax: 905-814-6182, Toll Free:1-800-499-6191. e-mail: hjpatrinos@cumminsallison.ca web site: www.cumminsallison.com
Management: Harry Patrinos, Managing Director; Don Brown, Ont. Reg. Sales; Normand Pineault, Quebec Reg. Sales; Alan Foster, B.C. Reg. Sales; Oliver Schelb, Prairies Reg. Sales; Andrew Hart, Maritimes Reg. Sales.
Branches: Mississauga, Montreal, Calgary, Vancouver, Halifax.
Main Products: Manufactured & Distributed: JetSort®, High-Speed Coin Sorter/Counters, JetCount®, Currency Counters, JetScan®, Currency Scanners, Paper Shredders, JetWrap®,

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1405 Bergar St., Laval, QC H7L 4Z7. Tel: 450-629-0099, Fax: 450-629-8885. Toll Free: 1-800-363-2309. e-mail: barrette@qc.aira.com
web site: www.delarue.com
Management: Robert Deslandes, General Mgr.; Claude Barrette, V.P. Sales & Mktg.
Branches: 40 Vogell Rd., Unit 58, Richmond Hill, ON L4B 3N6 Tel: 905-883-1602, Fax: 905-883-7704; 8543 Commerce Court, Burnaby, BC V5A 4N4 Tel: 604-420-5884, Fax: 604-420-5445; Calgary, AB Tel: 403-201-8345, Fax: 403-244-8457.
Distributors: Davies Enterprises, 114 Chain Lake Dr., Halifax, NS Tel: 902-883-5075; Gunter Business Ltd., 35 Tim St., St. John, NB Tel: 506-633-9108.
Main Products: Manufacturer of compact, high speed and cost-efficient note counting and coin processing products, including sorters/counters and automatic wrappers. **Distributed:** Capco Coin Conveying Systems and Standard Change-Makers Changers.

www.del-coin.com
DEL-COIN
PH: 1-705-325-9820

DEL-COIN DISTRIBUTING
54 Jarvis St., Hyw. 11, Orillia, ON L3V 2A1. Tel: 705-325-9820, Fax: 705-327-5775, e-mail: delcoin@usq.net web site: www.del-coin.com
Management: T.M. Skalosky, President.
Main Products: Distributed: Japan Cash Machines Co. Ltd., ATM Business Opportunities.

DEUTSCHE FINANCIAL SERVICES
90 Burnhamthorpe Rd. W., Mississauga, ON L5B 3C3. Tel: 905-566-5920, Fax: 905-566-5938.
Management: Bob Pattison, National Sales Mgr.
Branches: Mississauga, Montreal.
Main Products: Full range of financing programs to manufacturers and distributors in the coin-op industry.

DOVERCO INC.
3245 Deschamps, Lachine, QC H8T 3E4. Tel: 514-420-6000, Fax: 514-420-6050, Toll Free: 1-800-363-0697. e-mail: info@doverco.com web site: www.doverco.com
Management: Denis Leblanc, Natl. Sales Mgr.; Luke Parisella, Cust. Serv. Mgr.
Main Products: Distributed: Dollies, appliance trucks, moving equipment.

ENTERTAINMENT RESOURCES GROUP
230 Wilkinson Rd., Brampton, ON L6T 4N7. Tel: 905-456-8338, Fax: 905-455-3993, Toll Free: 1-800-465-0779, e-mail: custserv@ergmusic.com web site: www.ergmusic.com
Management: Richard Gastmeier, President; Scott MacMillan, Vice-President.
Distributors: The McKee Group, North Bay, ON 1-800-634-9914; Inter-City Leisure Ltd., Winnipeg, MB 204-775-4749; Les Disco-Mobiles Son & Lumiere, Riviere-du-Loup, 418-862-9834; Pacific Vend Distributors, Vancouver, BC 604-324-2164; Sonorisation Eclairage Concept, Inc., Montreal, QC 514-384-7915; Solid Sound Entertainment, Saskatoon, SK 306-978-1900; Southern Music Ltd., Calgary, AB 403-291-1666; Starburst Coin Machine, Etobicoke, ON 416-251-2122; Nadisq (Division of Studio Turmel), Valleyfield, QC 877-371-4040; T.W. Gilchrist Vending, Toronto, ON 416-256-0377; Lee's Music, Kamloops, BC 250-374-6883.
Main Products: Manufactured and Distributed: Music compilation CDS for jukebox operators – Knockout Hits, Sizzlin Pop and Country.

G.E.I. AMUSEMENTS OF CANADA
344 Edgeley Blvd., Unit 29, Concord, ON L4K 4B7. Tel: 905-669-9105, Fax: 905-669-8814, Toll Free: 1-888-669-9107.
e-mail: geiamusements@sprint.ca
web site: www.yorkregion.net/gei
Management: Gary Harrison, Owner.
Main Products: Manufactured: Golden T retro fit panels. **Distributed:** Quality used coin-op equipment.

GILCHRIST (T.W.) VENDING LTD.
50 Eugene St., Toronto, ON M6B 3Z4. Tel: 416-256-0377, Fax: 416-256-0381.
Management: Tom Gilchrist, President; Brian Cain,

**Advertise in Canadian Coin Box magazine.
Call Jim Dillon: 519-582-2513, fax: 582-4040,
e-mail: vending@annexweb.com**

Sales; Craig McRae, Chief Honcho.
Main Products: Manufactured: Universal Shuffleboards. **Distributed:** NSM, Dynamo, U.S. Games, Merit, Irem, Smart Industries, I.C.E., Lynde-Ordway, Universal Shuffleboards, ESD, Cash Code, JVL Enterprises, Incredible Technologies, Skee-Ball, Sharp Image Video Monitors, Standard Change-Makers and Laniel Canada Changers, Tidel Bank Machines.

HALIBURTON & WHITE GROUP
2111 St. Regis, Montreal, QC H9B 2M9. Tel: 514-421-1230, Fax: 514-421-0466, Toll Free: 1-800-665-6554.
Management: Raymond Pelletier, President & C.E.O.; Robert Sutherland, V.P. Sales.
Available: Vancouver, BC: 109-3060 Norland Ave., V5B 3A6, 604-298-5131; 1-800-267-2646, Fax: 604-298-0107; Calgary, AB: 1826 25th Ave. NE Unit 9, T2E 7K1, 403-250-5619, 1-800-561-4331, Fax: 403-250-2130; Edmonton, AB: 6205 Wagner Rd., T6E 4N4, 403-466-6197, Fax: 403-465-9219; Winnipeg, MB: 1-800-707-2646, Fax: 204-487-7878; Toronto, ON: 775 The Queensway, M8Z 1N1, 416-259-9206, 1-800-667-2646, Fax: 416-259-6967.
Main Products: Manufactured: Currency deposit processing systems. **Distributed:** Magner, Triton, Billcon, Tidel, Maverick, Tellermate, Selex.

HI-TECH GAMING.COM LTD.
55 Henri Dunant St., Moncton, NB E1E 1E4. Tel: 506-858-8049, Fax: 506-858-5865, Toll Free: 1-800-966-4448 e-mail: omac@hi-techgaming.com web site: www.hi-techgaming.com
Management: Stephen MacNaughton, President; Owen MacNeil, General Manager; Bill Hennessey, Director of Sales and Marketing.
Branches: Montreal, Toronto, Winnipeg.
Main Products: Distributed: IGT, NRI, JCM, Mikohn.

HORSE & BUGGY BRANDS INC.
64 Howard Ave., #1, Elmira, ON N3B 2E1. Tel: 519-669-5916, Fax: 519-669-4242, Toll Free: 1-877-473-2688.
Main Products: Distributed: Vendor Pak – Peantus & Mixes, Candy, Value Pak – Peanuts, Candy, Specialty Products.

INTER-CITY LEISURE LTD.
891-A Century St., Winnipeg, MB R3H 0M3.
Tel: 204-775-4749, Fax: 204-786-7851.
Management: Darrell Schalla, President; Maria Raposo, Officer Manager; John Boyle, Service/Tech.
Main Products: Distributed: Rock-Ola CD Jukeboxes.

JOHN'S JUKES LTD.
2343 Main St., Vancouver, BC V5T 3C9. Tel: 604-872-5757, Fax: 604-872-2010, web site: www.flippers.com
Management: John Robertson, President.
Main Products: Distributed: Wurlitzer Jukeboxes, Dick Smith Test Kits (in-circuit capacitor and flyback test kits).

JUKEBOX SATURDAY NIGHT
807 Lakeshore Rd. E., Mississauga, ON L5E 1K8. Tel: 905-274-3392, Fax: 905-274-6674.
Management: Wade Domet, Manager.
Main Products: Distributed: Antique Jukeboxes, slot machines, used pinball games.

JVL ENTERPRISES
553 Basaltic Rd., Concord, ON L4K 4W8. Tel: 905-303-3360, Fax: 905-303-3361, Toll Free: 1-800-296-6657. web site: www.jvl.ca
Management: Joseph Levitan, Chairman; Val Levitan, President; Peter Guterres, Vice President and CEO; Valerie Bechtold, Sales Rep.; Jim Hall, Sales Rep.
Main Products: JVL is a Toronto, Canada-based company that manufactures CD-ROM based touch-screen machines for the amusement industry in counter-top and upright versions. JVL's newest product, the Conquest features a patent-pending flash memory back up system, and features over 70 games.

K VEND
17665 Leslie St., #16, Newmarket, ON L3Y 3E3. Tel: 905-898-6988, Fax: 905-898-0605, e-mail: kvend@neptune.on.ca
web site: www.neptune.on.ca/~kvend
Management: Ken Hood, President; Diane Hopkins, Sales Coordinator.
Main Products: Distributed: Concord Confections, Selectra Vending Machines and Flat Vending. Bulk pack chocolate almonds.

L P INTERNATIONAL INC.
44 Holme St., PO Box 696, Brantford, ON N3T 5P9. Tel: 519-759-3292, Fax: 519-759-3298, Toll Free: 1-800-697-6283.
Management: Lynn Jeavons, Sales Rep.
Main Products: Manufactured: Motorized electric hand trucks. **Distributed:** PowerMate® motorized hand trucks, 15 various models.

LANIEL AUTOMATIC MACHINES INC.
151 Rockland Rd., Montreal, QC H3P 2W3. Tel: 514-731-8571, Fax: 514-731-4006, Toll Free: 1-877-731-8571. e-mail: dlaniel@aol.com
Management: Pierre Laniel, President; Dominique Laniel, Vice-President; Montreal: Daniel Simard, Sales Director; Toronto: Jerry Power, Dist. Sales Mgr.; Margaret Patey, Sales Coordinator.
Branch: 1630 Matheson Blvd E, Unit #3, Mississauga, ON L4W 1Y4. Tel: 905-624-8571, Toll Free 1-877-624-8571, Fax: 905-624-9448.
Main Products: Distributed: Atari, Bally-Midway Williams, Capcom, Coin Mechanism, D&R Championship, Dynamo, Fabtek, FAS (baby foot), Frog Lips (karaoke), Global, Happ Controls, I.C.E., Incredible Technologies, Interactive Light, JVL, Konami, Mali Billiard Cloth, Mali Cues, Mayoni, Northwestern, NSM, Namco, Merit, Rock-Ola, Sega, Skee-Ball, Smart, SNK, Standard Change-Makers, Valley, Wells-Gardner, Wurlitzer.

LANIEL CANADA INC.
7101 Transcanadienne, St-Laurent, QC H4T 1A2. Tel: 514-336-5050, Fax: 514-332-1739, Toll Free: 1-800-363-0936 e-mail: mail@laniel.com web site: www.laniel.com
Management: Denis Laniel, V.P. General Mgr.; Jean-Marc Laniel, Pres.; Michel Potvin, Dir., Sales Vending.
Branches: Atlantic Region: 668 Babin, Dieppe (Moncton), NB E1A 5M1. 506-852-3233, Fax: 506-852-3237.
Main Products: Manufactured: Laniel bill and coin changer, card dispenser - cabinets for vending. **Distributed:** LC Series bill changers, Dynamo pool tables, air hockey & cabinets, Smart Industries, Coin Controls Inc. & NRI coin acceptors, JCM & Cash Code bill Validators, Beaver bulk Venders, Dixie-Narco, U-Select-It, VKI, Grindmaster, Crathco, Newco, American Metal Ware, AMS, ICE, Garlando.

LANIEL TECHNOLOGIES
7101 Trans-Canada Highway, St-Laurent, QC H4T 1A2. Tel: 514-336-5050, Fax: 514-332-1739.
Management: Denis Laniel, Vice-Pres.; Jean-Marc Laniel, President; Jean Nadon, Ex. Vice-Pres.
Main Products: Manufactured/Distributed: Pre-Paid Phonecard Dispensing Machines and Bill Changer.

DISTRIBUTION LEVESQUE VENDING (1986) LTD/LTEE.
799 Everard H. Daigle, Grand Falls, NB E3Z 3C7. Tel: 506-473-2180, Fax: 506-473-1443, Toll Free: 1-800-663-4454. e-mail: dlvrplandry@nb.aibn.com
Management: Rejean P. Landry, President; Laurier Guerrette, Secretary.
Main Products: Distributed: Bulk vending machines & merchandise, Amutec Kiddie Rides, Beaver Bulk Vending Machines.

Book Your AD Now for Coin Box magazine's July issue featuring tavern games and music.
Call Jim Dillon:
519-582-2513 x 253.

THE LOMBARDO MINT INC.
645 Longpre St., Sherbrooke, QC J1G 4X5. Tel: 819-569-9918, Fax: 819-569-9919,
e-mail: lombardo@videotron.ca
web site: http://pages.infinit.net/lombardo/
Management: John Lombardo, President; Myriam Lombardo, Vice-Pres.; Sylvie Lombardo, Sales.
Main Products: Manufactured: Tokens, medals, coins, awards, pins.

M.S.R. ELECTRONICS LTD.
390 Edgeley Blvd., #15, Concord, ON L4K 3Z6. Tel: 905-738-3511, Fax: 905-738-5843.
Management: Michael Raichelson, President; Lion Shilanski, Vice President; Carlos Heves, Service Manager.
Main Products: Manufactured: Vision 29; 33; 39, Q. Horce and Video Games, Tach. **Distributed:** Cabinets, monitors, kits and parts related to video games.

MACHINE-O-MATIC LIMITED
1341 Kerrisdale Blvd., Newmarket, ON L3Y 7V1. Tel: 905-836-4700, Fax: 905-836-4737. e-mail: sales@beavervending.com
web site: www.beavervending.com
Management: Bernie Schwarzli, Pres.; Grace Radtke, Sales Representative.
Main Products: Manufactured: Superior quality chrome Beaver bulk vending machines, and chrome stands. All equipment capable of vending a variety of bulk products from gum, candy and nuts to capsuled toys. Advanced mechanical rotary coin mechanism accepts one, two, three or four coins. Coin mechanisms and dispensing mechanisms and components utilized by a large number of OEM manufacturers.

MAGIKKASTLE INC.
121 Jackson Heights, North Hatley, QC J0B 2C0. Tel: 819-842-4223, Fax: 819-842-4121, Toll Free: 1-888-842-4223, e-mail: magikk@bigger.com web site: www.interlinx.qc.ca/magikk
Management: Sylvie D'Avignon, President; Pierre Bourgault, Operations; Gaetan Jette, Head Technician; Sebastien Breault, Technician.
Branches: Quebec.
Distributors: Atlas Automatic, New Way Sales, Pacific Vend Distributing.
Main Products: Manufactured: Magikk 120, Magikk 50 giant screen coin-op video game system. **Distributed:** Magikk 120, giant screen coin-op video games system.

McKEE GROUP INC.
PO Box 300, North Bay, ON P1B 8H2. Tel: 705-476-4141, Fax: 705-495-3695, Toll Free: 1-800-634-9914.
e-mail: customerservice@mckeegroup.ca
web site: www.mckeegroup.ca
Management: Dave McKee, Owner.
Branches: National Mail Order Desk.
Main Products: Distributed: ERG, Jukebox Music CD Compilations.

MEDECO SECURITY LOCKS CANADA
545 Parkside Dr., Waterloo, ON N2L 5E7 Tel: 519-888-7000, Fax: 519-888-6134.
Management: Alan Heaney, Director-Can. Operations; Trish Holland, Operations Mgr.; Heather Hayes, Customer Service.
Branch: MONTREAL: 4141 Rue Seré, St. Laurent, QC H4T 2A3.
Distributors: Laniel, 7101 Trans Canada Hwy., St. Laurent, QC H4T 1A2.
Main Products: Manufactured & Distributed: High Security locks, cam locks, switch locks, T-handles (high security), pop-out plugs.

MEI
37 Holland Dr., Bolton, ON L7E 5S4. Fax: 416-239-3322, Toll Free: 1-800-523-5146, ext. 6009.
Management: Frank Fabian, Country Manager-Canada.
Main Products: Manufactured: Bill and coin acceptors and validators.

MENDES INC.
2425 Watt, Ste-Foy, QC G1P 3X2. Tel: 418-650-2425, Fax: 418-650-3341, Toll Free: 1-800-463-4825.
e-mail: bowlingo@mendes-inc.com
web site: www.mendes-inc.com
Management: Tony Gattillo, Int'l. Sales Manager; Anne Morissette, Sales Assistant.
Main Products: Manufactured and Distributed: bowlingo™, bowlingo junior™, bowlingoIII and Exclusive Distributor of ICE products in Canada.

NATIONAL BILLIARDS OF CANADA
1442 Cliveden Ave. W., Delta, BC V3M 6L9. Tel: 604-520-6381, Fax: 604-520-6746, Toll Free: 1-800-663-7725, e-mail: billiard@axionet.com web site: www.nationalbilliards.com
Management: Bob Ireland, Sales Mgr.; Steve Hoffar, President; Wayne Lafreniere, Customer Service.
Main Products: Manufactured: National Billiards Coin-Operated Pool Tables. **Distributed:** Billiard accessories.

NEW-WAY SALES COMPANY
77 Janda Court, Rexdale, ON M9W 6V2. Tel: 416-674-8000, Fax: 416-675-6005,
e-mail: newway.wizard@sympatico.ca
web site: http://web.idirect.com/~wizard/
Management: Jerry Janda Jr., President; Paul Janda, Vice-Pres.; Doug Bailey, General Mgr.; Dorian Milleman, Service Mgr.; John Shaney, Parts Mgr.; Mike Cooper, Edmonton office, 403-448-0070. Branches: Edmonton, AB.
Main Products: Distributed: American Sammy, Atari, Bromley, Capcom, Dynamo, Fabtek, Grayhound, I.C.E., Imagination Leisure, Irem, Jaleco, Kaneko, Konami, Kramer, Merit, Namco, National Sports, EMT Rides, Rowe, Sega, Rock-ola, Skeeball, Smart, SNK, Standard Changers.

NORTHERN SPECIALTY SUPPLIES, INC.
PO Box 248, 41 Cedar St., Tillsonburg, ON N4G 4H5. Tel: 519-688-0334.
Management: Dave Carpani, President.
Main Products: Distributed: Coin wrappers, currency bands, copier and fax supplies, paper rolls, fan-folded products, ribbons, proof and encoding & cash settlement supplies, custom & stock coin bags.

PACIFIC VEND DISTRIBUTORS
8250 Fraser St., Vancouver, BC V5X 3X7. Tel: 604-324-2164, Fax: 604-327-6386, Toll Free: 1-800-663-5953.
Management: Karl Feder, Director; Sam Feder, Director; Alan Tam, General Manager; Dawn Emberley, Administrator.
Main Products: Distributed: Arachnid, Atari, American Sammy, Betson, Capcom, Dynamo, I.C.E., Jaleco, Konami, Happ Controls, Deltronics,

Merit, Rock-Ola, Hamilton Mfg., Rowe, Seeburg, Sega, SNK, Tecmo, Taito, Hoffman & Hoffman, Kiddie Rides USA, Meltec, American Shuffleboard, Bromley, Smart Ind., Skeeball, Coin Concepts, Bob's Space Racers, Entertainment Ent., Design Plus, Gamestar, Bulldog, Coastal, Incredible Technologies, Interactive Light, Standard Coin Changers, Five Star Electronics, Arcade Planet Inc., Benchmark, Seidel Amusement Machine, Baytek.

PENTRANIC INC.
293 Clements Rd. W., Ajax, ON L1S 3W7. Tel: 905-428-7020, Fax: 905-428-6420, Toll Free: 1-800-207-4090, e-mail: darlene.barry@pentserv-com web site: www.pentserv.com
Management: James G.K. Lee, C.E.O.; Lily Peng, Vice-Chairman; Dominic Flagiello, Sales Director.
Main Products: Manufactured: Colour monitors for the gaming, amusement and computer industry, Touch Screen 13-2911, as well as Bill Acceptors.

POARA ENTERPRISES LTD.
Unit 11 & 12, 259 Edgeley Blvd., Concord, ON L4K 3Y5. Tel: 905-660-1107, Fax: 905-660-1143.
Management: Yong Park, President; Ki Park, General Mgr.
Main Products: Distributed: SNK, Fabi, Unico, Mitchell, Wings/Eagle, Mars.

QI TECHNOLOGIES CORP.
1070-1200 W. 73rd Ave., Vancouver, BC V6P 6G5. Tel: 604-264-9930, Fax: 604-264-9926.
e-mail: rmurray@qitech.com
web site: www.qitech.com
Management: Rick Murray.
Main Products: SmartKit payment terminals and cashcard payment systems for unattended applications. The SmartKit terminals fit vending, gaming, laundry, parking and other applications. Cards supported include Visa Cash, Mondex, telephone cards, private label cards and custom cards from QI.

SEM INC.
3610 Valiquette, St-Laurent, QC H4S 1X8. Tel: 514-334-7569, Fax: 514-334-5922, Toll Free: 1-888-334-7569, e-mail: info@sem.ca
web site: www.sem.ca
Management: Michel Robillard, President; Marc Frechet, National Sales & Service Mgr.; Gilbert Guinard, Regional Sales & Service Mgr.
Distributors: Coinco.
Main Products: Manufactured: Control boards, card reader, timer box.

SOUTHERN MUSIC LTD.
3605 - 32nd St. N.E., Calgary, AB T1Y 5Y9.
Tel: 403-291-1666, Fax: 403-250-2915.
web site: www.southern-music.com
Management: Tony Fisher, President; Otto Fisher, Operations Mgr.
Branches: British Columbia, Alberta, Saskatchewan.
Main Products: Distributed: Rowe, Valley, Merit.

Keep Informed. See the Calendar of Events, page 31

SPI
PO Box 10, RR 2, Shallow Lake, ON N0H 2K0. Tel: 519-935-2211, Fax: 519-935-2174.
Management: Eric Robinson, President; Lee Niven, Customer Service.
Main Products: Manufactured: Polyethylene products. Distributed: Playground equipment.

STANDARD CHANGE-MAKERS, INC.
6020 Vanden Abeele, St-Laurent, QC H4S 1R9. Tel: 514-332-2196, Fax: 514-332-3963.
e-mail: stdchmkr@total.net
Management: Paul Thompson, Manager; Pierre (Peter) Jeannotte, Cdn. Service Mgr.
Main Products: Manufactured: S500, S200 and EC-100 & EC-200 Bill Changers, Ticket Changers, Token Changers, and Electronic Message Maker.

STAR RIDES LTD.
480 McCaffrey, Montreal, QC H4T 1N1. Tel: 514-731-2222, Fax: 514-731-2317, Toll Free: 1-888-514-7827. e-mail: starride@total.net
Management: Sylvie Obé, Operations mgr.
Main Products: Distributed: Bafco, B.B.F., Falgas, Kiddy Rides U.S.A., used rides.

STARBURST COIN MACHINES, INC.
717 Kipling Ave., Toronto, ON M8Z 5G4. Tel: 416-251-2122, Fax: 416-251-8823, Toll Free: 1-888-977-4263 e-mail: starbrst@idirect.com
web site: www.starburstcoinc.om
Management: Len Keywood, President; Gary Walters, General Manager; Blair Schopp, Operations Manager; Guylaine Tassoni, Sales Director; Mark Kupiec, Sales; Steve Ioannou, Sales; Mike Vazquez, Parts; Marc Raymond (Quebec Sales), Tel: 450-971-4057, Fax: 450-971-0271.
Main Products: Distributed: Atari, Benchmark, Bob's Space Racers, Coastal, Dynamo, 5 Star Redemption, Global Billiards, Happ Controls, ICE, Incredible Technologies, Interactive Light, Island Interactive, Konami, Lazer-Tron, Mendes, Meltec, Merit, Midway, Prize Palace, Roberto Sports, Rowe AMI, SNK, Sega, Seidel, Skee Ball, Standard Change-Makers, Vision 33"/39" cabinets, Williams, Konami.

R.D. STRICKLAND INC.
RR 1, 26 Shamrock Rd., Erin, ON N0B 1T0. Tel: 519-833-9386, Fax: 519-833-7274, Toll Free: 1-800-265-3345. e-mail: cynthia@on.aibn.com web site: www.rdstrickland.com
Management: Robert Osborne, President; Daryl Bridges, National Sales Mgr.; Cynthia Osborne, Administrator.
Main Products: Distributed: Keset recodeable locks for vending machines. Stock locks for music and game industry. Coin bags, truck safes for coin rollotop, Penephite - a penetrating lubricant.
Manufactured: Padlock Specialties.

STRICTLY PINBALL
1132 Pettit Rd., Fort Erie, ON L2A 5A3. Tel: 905-871-4876, Fax: 905-871-7143, e-mail: pinball@forterie.com
Management: Robert Keiwan, Owner.
Main Products: Distributed: All makes of new & NOS pinball parts, video parts and billiard supplies.

TEAELCEE ETC. LTD.
3664 The Boulevard, Westmount, QC H3Y 1S8. Tel: 514-481-8081, Fax: 514-481-5708, Toll Free: 1-888-333-5860.
Management: Layne Dalfen, President.
Main Products: Distributed: Bafco Kiddie Rides.

TOUCHTUNES MUSIC CORPORATION
3 Commerce Place, 4th Floor, Nun's Island, QC H3E 1H7. Tel: 847-419-3300, Fax: 847-419-3304.
e-mail: jmargold@touchtunes.com
web site: www.touchtunes.com
Management: Tony Mastronardi, President, C.E.O.; Guy Nathan, Sr. V.P., Secretary; John Margold, V.P. Sales & Marketing.
Main Products: Manufactured: Digital Downloading Jukeboxes.

VAR INDUSTRIES LTD.
32-8528-123rd St., Surrey, BC V3W 3V6. Tel: 604-597-8750, Fax: 604-597-8738.
e-mail: robvar@msn.com
Management: Rob Langford, Owner.
Main Products: Distributed: Leaf, Concord, Northwestern, Stickers.

VIVID GROUP
317 Adelaide St. W., #302, Toronto, ON M5V 1P9. Tel: 416-340-9290, Fax: 416-348-9809,
e-mail: info@vividgroup.com
web site: www.vividgroup.com
Management: Vincent John Vincent, Pres.; Camille Withaney, Sales & Mktg. Support.
Main Products: Manufactured/Distributed: Mandala Video Gesture Controlled - VR - Games Systems.

WESTERN COIN V ENDING LTD.
4771-94th Ave., Edmonton, AB T6B 2V3 Tel: 780-468-4407, Fax: 780-466-5954.
e-mail: amcnally@connect.ab.ca OR arcadeguy@home.com
Management: Albert McNally, Owner/Operator; Mike Brash, Parts Mgr.
Main Products: Distributed: Rowe, Dynamo, Wells Gardner, Happ, Williams, Coinco, Imonex, D&R Ind.

Canadian Coin Box 2000 Buyers' Guide Product & Service Index

Listings are in alphabetical order. Look up a product or service and you will find a list of companies which carry it, then go to the company listings beginning on page 15.

AIR HOCKEY
Alouette Canada
Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
Southern Music
Starburst Coin Machines
Western Coin Vending

ALCOHOL BREATH TESTER
Alcohol Measuring Devices
Starburst Coin Machines

ASSOCIATIONS
AMOC
Can. Amusement Game Supp.
Can. Assoc. Kiddie Vndrs.
Can. Automatic Merch. Assoc.

AUCTION SERVICES
G.E.I. Amusements
Starburst Coin Machines

AUTOMATIC TELLER MACHINES
Can. Coin Machine Distr.
Del-Coin Distributing
Gilchrist Vending
Haliburton & White

BULK VENDING MACHINES
Acme Kidco Canada
Actionmatic
Allstar Distributing
Arcade Kiddie Ride Co.
Beaver
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Cdn. Amus. Machines
Continental Vending
Deutsche Financial Serv.
K Vend
Laniel Automatic Machines
Laniel Canada Inc.
Levesque Vending
Machine-O-Matic
Starburst Coin Machines
VAR Industries
Western Coin Vending

BULK VENDING MERCHANDISE
Actionmatic
Allstar Distributing
Arcade Kiddie Ride Co.
Concord Confections
Continental Vending
Horse & Buggy Brands
K Vend
Laniel Automatic Machines
Laniel Canada Inc.
Levesque Vending
VAR Industries
Western Coin Vending

CABINETS (VIDEO GAME)
A. Cocktail
B. Countertop
C. Deluxe
D. Upright
Alouette Canada A,B,C,D
Atlas Automatique A,B,C,D
Can. Amusement Game Supp. A,B,C,D
Can. Coin Machine Distr. A,B,C,D
G.E.I. Amusements A,B
Gilchrist Vending B,C,D
Laniel Automatic Machines A,B,C,D
Laniel Canada Inc. A,B,C,D
M.S.R. Electronics A,B,C
New-Way Sales Company
Pacific Vend Distributors A,B,C,D
Poara Enterprises D
Starburst Coin Machines A,B,C
Western Coin Vending C,D

CASH CARD/ KEY SYSTEMS
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Coin Acceptors
Gilchrist Vending
Hi-Tech Gaming
Laniel Canada Inc.
Laniel Technologies
Pacific Vend Distributors
SEM Inc.
Starburst Coin Machines

COMPUTER PROGRAMS/SYSTEMS
A. Business Operations
B. League Management
C. Route Management
Deutsche Financial Serv.
Starburst Coin Machines A,B,C

CRANES (SKILLS)
Can. Amusement Game Supp.
Can. Coin Machine Distr.
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
Pacific Vend Distributors
Starburst Coin Machines

DARTS
A. Hard Tip Game
B. Soft Tip Game
C. Supplies
Alouette Canada B,C
Can. Amusement Game Supp. B,C
Can. Coin Machine Distr. B,C
Canada Billiard & Bowling A,B,C
G.E.I. Amusements A,B
Gilchrist Vending A,B,C
Laniel Automatic Machines A,B,C
Laniel Canada Inc. B,C
Pacific Vend Distributors A,B,C
Strictly Pinball C
Western Coin Vending B

FOOSBALL/SOCCER TABLES
Alfa
Alouette Canada
Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
Central Amusement
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
Poara Enterprises
Southern Music
Starburst Coin Machines
Western Coin Vending

GOLF GAME SIMULATORS
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
G.E.I. Amusements
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines
Western Coin Vending

IMPULSE/NOVELTY
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
G.E.I. Amusements
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines
VAR Industries

INTERNET TERMINALS (COIN-OP)
Can. Amusement Game Supp.
Deutsche Financial Serv.
Pacific Vend Distributors
SEM Inc.

JUKEBOXES
A. CD Jukebox
B. 45 Jukebox
C. CD/45 Combo Jukebox
D. Downloadable Jukebox
E. Karaoke Jukebox
F. Video Jukebox
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Atlas Automatique A
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Can. Coin Machine Distr. A,D,F
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Jukebox Saturday Night A,B,C
Laniel Automatic Machines A,B,C,D,E,F
New-Way Sales Company
Pacific Vend Distributors A,B,C,D,E,F
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Alouette Canada
Arcade Kiddie Ride Co.
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Cdn. Amus. Machines
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Levesque Vending
New-Way Sales Company
Pacific Vend Distributors
Southern Music
Star Rides
Starburst Coin Machines
TEAELCEE Etc. Ltd.
Western Coin Vending

LASER TAG SYSTEMS
Pacific Vend Distributors

MONEY HANDLING EQUIPMENT
A. Bill Counters & Sorters
B. Bill Validators/Acceptors
C. Bulk Coin Processors
D. Change-Makers
E. Coin Bags
F. Coin Counters & Sorters
G. Coil Validators/Acceptors
H. Meters
I. Supplies
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Beaver G
Brokerhouse Distributors B,D
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Can-West Vending Dist. D,G
Canada Billiard & Bowling
Cash Code B
Coin Acceptors B,D,G
Cummins-Allison A,C,E,F
De La Rue Cash Systems A,C,D,F
Del-Coin Distributing A,F
G.E.I. Amusements D,F
Gilchrist Vending A,B,F,G,H,I
Haliburton & White A,B,C,D,E,F,G,I
Hi-Tech Gaming A,B,F,G
L P International Inc.
Laniel Automatic Machines A,B,C,D,E,F,G,H
Laniel Canada Inc. A,B,C,D,E,F,G,H,I
Machine-O-Matic G
MEI B,G
New-Way Sales Company
Northern Specialty Suppl. E,I
Pacific Vend Distributors

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SEM Inc. B,D,E,G
Standard Change-Makers D
Starburst Coin Machines A,B,C,D,E,F,G,H
Strickland (R.D.) Inc. I
Western Coin Vending A,B,C,E,G,H

MONITORS
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Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Deutsche Financial Serv.
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
M.S.R. Electronics
New-Way Sales Company
Pacific Vend Distributors
Pentranic
Starburst Coin Machines
Western Coin Vending

MOVING EQUIPMENT
Can. Amusement Game Supp.
Can-West Vending Dist.
Doverco
Gilchrist Vending
L P International Inc.
Laniel Automatic Machines
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines

MUSIC SERVICES/SUPPLIES
Can. Amusement Game Supp.
Entertainment Resources
Gilchrist Vending
McKee Group
Pacific Vend Distributors
Starburst Coin Machines

PARTS/SUPPLIES (GAMES)
Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
G.E.I. Amusements
Gilchrist Vending
Jukebox Saturday Night
Laniel Automatic Machines
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
Poara Enterprises
Starburst Coin Machines
Strictly Pinball
Western Coin Vending

PHONE CARD MACHINES
Arbortronics
Laniel Canada Inc.
SEM Inc.
Starburst Coin Machines

PHOTO BOOTHS (DIGITAL IMAGING)
Arbortronics
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Cdn. Amus. Machines
Laniel Automatic Machines
Pacific Vend Distributors
Southern Music
Starburst Coin Machines

PINBALL GAMES
Alouette Canada
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Central Amusement
G.E.I. Amusements
Gilchrist Vending
Jukebox Saturday Night
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Southern Music
Starburst Coin Machines
Western Coin Vending

PLAY EQUIPMENT (FAMILY FUN CENTRES)
Can. Amusement Game Supp.
G.E.I. Amusements
Laniel Automatic Machines
SPI
Starburst Coin Machines

POOL TABLES/ ACCESSORIES
Alouette Canada
Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
Central Amusement
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
National Billiards
New-Way Sales Company
Pacific Vend Distributors
Southern Music
Starburst Coin Machines
Western Coin Vending

POWER SUPPLIES
Arbortronics
Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
G.E.I. Amusements
Gilchrist Vending
Jukebox Saturday Night
Laniel Automatic Machines
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines
Western Coin Vending

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B. Prize Merchandise
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Can. Amusement Game Supp. A
Can. Coin Machine Distr. A
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G.E.I. Amusements A
Gilchrist Vending A
Laniel Automatic Machines A,B
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Pacific Vend Distributors A,B
Southern Music
Starburst Coin Machines

REPAIR/REFURBISHING SERVICES
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Atlas Automatique
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Gilchrist Vending
Hi-Tech Gaming
Inter-City Leisure
Laniel Automatic Machines
Laniel Canada Inc.
Pacific Vend Distributors

SECURITY EQUIPMENT
A. Alarms
B. Locks
C. Safes
D. Surveillance Mirrors
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Strickland (R.D.) Inc. B,D
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Can. Amusement Game Supp.
Can. Coin Machine Distr.
Canada Billiard & Bowling
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines

SPORTS GAMES
Can. Amusement Game Supp.
Canada Billiard & Bowling
G.E.I. Amusements
Gilchrist Vending
Laniel Automatic Machines
Mendes Inc.
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines

TARPS (CUSTOM)
Laniel Automatic Machines
Starburst Coin Machines

TICKET DISPENSERS
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Gilchrist Vending
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Standard Change-Makers
Starburst Coin Machines

TICKETS
Can. Amusement Game Supp.
Canada Ticket
Gilchrist Vending
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Standard Change-Makers
Starburst Coin Machines

TOKEN DISPENSERS
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Gilchrist Vending
Laniel Canada Inc.
New-Way Sales Company
Pacific Vend Distributors
SEM Inc.
Standard Change-Makers
Starburst Coin Machines

TOKENS
Can. Amusement Game Supp.
Can. Coin Machine Distr.
Coin Acceptors
Gilchrist Vending
Laniel Automatic Machines
Laniel Canada Inc.
Lombardo Mint Inc.
New-Way Sales Company
Pacific Vend Distributors
SEM Inc.
Starburst Coin Machines

VENDING MACHINES
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B. Specialty
C. Parts/Service
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Arbortronics C
Atlas Automatique A
Beaver B
Brokerhouse Distributors A,B,C
Can. Amusement Game Supp. A,B,C
Can. Coin Machine Distr. A,B,C
Can-West Vending Dist. A,B,C
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Laniel Canada Inc. A,B,C
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VIDEO GAMES
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B. Deluxe
C. Kits
D. Systems
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Can. Coin Machine Distr. A,B,C,D
Central Amusement
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Gilchrist Vending A,B,C,D
JVL Enterprises D
Laniel Automatic Machines A,B,C,D
M.S.R. Electronics A,C
Magikkastle D
New-Way Sales Company
Pacific Vend Distributors A,B,C,D
Poara Enterprises
Starburst Coin Machines A,B,C,D
Vivid Group D
Western Coin Vending A,B,C

VIDEO LOTTERY/ GAMING EQUIPMENT
Alouette Canada
G.E.I. Amusements
Hi-Tech Gaming
Jukebox Saturday Night
Laniel Canada Inc.
Pacific Vend Distributors
Starburst Coin Machines

VIRTUAL REALITY EQUIPMENT
Laniel Automatic Machines
New-Way Sales Company
Pacific Vend Distributors
Starburst Coin Machines
Vivid Group

Editor's Note: Information for this BUYERS' GUIDE has been provided by the companies listed herein. Coin Box is not responsible for errors or omissions. Inclusions were restricted to Canada.

CAGS Has a Successful Open House and Service Schools

Canadian Amusement Game Supplies Ltd. (CAGS) Spring Open House and Service schools on April 14 & 15, 2000 featured full line vending equipment, top earning games and boasted over 100 guests.

On the Friday April 14, NSM Music held a service school in the morning, highlighting new features and technology of the company's jukeboxes, with Merit Industries holding their service school in the afternoon, which touched on downloading, maintenance and full utilization.

On the Saturday April 15, AMS held their service school, which fully explained the Sensit system. Meanwhile, Incredible Technologies held mini seminars during the day focusing on the new Golden Tee Fore Tournament Edition.

Guests enjoyed a barbecue, refreshments and great door prizes ranging from a luggage set to a recliner to a TV/VCR to gift certificates and much more.

Manufacturer reps on hand to answer operator's questions as well as donate to the door prizes were: John Tracy and Keith White from NSM America; Link Pendley from VDLP; Steve Ward and Joe Perry from Merit Industries; Marguerite Kirby from Incredible Technologies; Scott Gramstrup from Global Billiards; Dave Bowersox from Vendtronics; Chuck Thomas from AMS; Pierre Jeannotte from Standard Change-Makers; Rob Nofield from Specialty Manufacturing and Bill Dartness from North American Leasing. Prize winners were Brian Carlton, KBJ Vending; Rodger Rickey, Speedy Vending; Doyle Serink, DJ's Sound City; Brian Woodside, Can-West Coin Machine; Pitsa Sfika, Terrance Recreation Centre; Rick Webster, Webster Vending; Ray Seller, Musical Vending; Gary Mauris, Vend Canada; Martin Gramowski, Kelly Coin; Bill Baddley, Midway Sound; Jake Lau, Top Full Entertainment Ltd.; Dick Selles, Route 66 Vending; Dale Garbutt, DG Games; Jack Radmacher, Abacus Vending; Jason Selles, Kinetrix Technical; Gordon Westwood, Leader Sales; Tyson Brandt, Ragman Billiards; Brian Carlson, Vintage Amusements; Lorna & Chris Blaney, Blancrest Enterprises; Bruce Pletsch, Bruce & Sons Vending; David Shields, Vending Service; and Ernie Thiessen of JETT Vending Ltd. Prizes were drawn every hour and all had to be present to win.

All who attended had a great time. ❑

Steve Ward of Merit Industries and Brad Weiss, president of CAGS present a TV/VCR unit to Dale Garbutt of DG Games.

Martin Gramowski, Kelly Coin, Steve Camilleri, CAGS staff and Keith White, NSM, talk shop.

Nick Gudewill, and Dave from Laser Star Music, chat with Ed Furrer of CAGS.

Merit Caters to French-Canadians

Continued from page 4

database include: 1. A ce jour, combien de bières différentes y a-t-il au Québec? (To date, how many varieties of beers are there in Quebec?) A. more than 600*; B. more than 700; C. more than 1200; D. more than 800. 2. François Mitterand est enterré...(François Mitterand is buried in...) A. à Jamac*; B. au Panthéon; C. à Beynac; D. au Père Lachaise. 3. René Angélil est plus âgée que sa femme Céline Dion de... (Rene Angelil is older than his wife Celine Dion by...) A. 26 ans*; B. 20 ans; C. 16 ans; D. 29 ans (* indicates correct answer.)

"By tailoring databases to specific cultures, Merit is renewing our commitment to providing our operators with the very best products that offer tremendous play appeal. We are opening up new venues and locations by attracting a wider array of players than ever before," said Myers.

Merit Industries, a Bensalem, PA based coin-operated amusement games manufacturer, is the world-wide leader in touchscreen entertainment devices. ❑

BULK VENDING CONNECTION

NBVA Annual Convention A Winner In Las Vegas

The bulk association celebrates 50 years

The 50th annual convention of the National Bulk Vendors Association was a milestone event for several reasons, according to organizers. The association's return to Las Vegas for the first time in some 20 years smashed all attendance records.

Held at the new Venetian Hotel, April 6-8, the show floor featured a total of 51 exhibitors in 120 booths, compared to 49 exhibitors and 113 booths last year. Registrations were 853, compared to 670 in 1999. Of the attendees, 232 entered on day passes and 621 were registered.

The Beaver/Machine-O-Matic staff at the ASI show with their new Joke Machine, which dispenses a gumball with a joke and their new Lollipop machine. The company also exhibited at the NBVA the following weekend. From left: Barbara Thickett, Vili Dimitrovski, Grace Radthe, Sandra Parrinton, and Eric Tobogt.

Entertainment

For the first time in the Association's history, and to rock in 50 years of success as well as the year 2000, a major rock band was hired to entertain the members. Three Dog Night, one of the great rock and roll bands from the late 1960s and 1970s, performed during the members party Friday night. An exhibitors party was given on Saturday night and a talent show was planned. Those who participated were able to boast that they played Vegas.

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With Robert Baraké

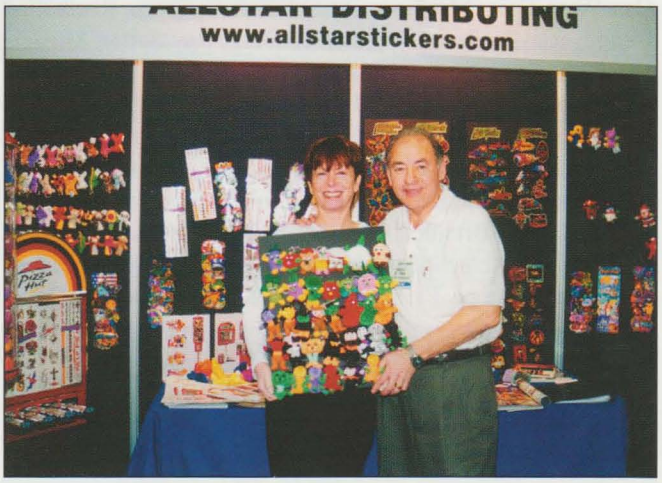
Bulk New Products 28

Officers

Re-elected as officers are Fred Simon, president, from Van Nuys, California; Neel Clark, Vice President, from Chicago, Illinois; Frank A. LaVecchia, Jr., Secretary, from Catano, Puerto Rico; and Howard Smuschkowitz, Treasurer, from Toronto, Canada.

Education

The Friday workshop topics included, "What to Do with the New Golden Dollar" featuring Cliff Bolen of Northwestern Corp., Bernie Schwarzli of Beaver Machine Corporation, Jim Hinton of Oak Manufacturing and Peter Becker of Toy 'n' Joy; Sports Arena and Cranes, featuring Jeff Smart of Smart Industries, Rick Rochetti, of Sammy USA and Fred Simon of Amusement Factory; Legislative and Lobbying featuring Roger Folz, Folz Vending; Licensed Products for Higher Sales—Gerry Clothier of A&A, John Nashed of Peninsula Vending, Sherrie Christopher of Vending Supply, Inc. and Adam Ippolito of Sandylion/New York Sticker Exchange; and Running Your Business—Tom Theisen of Theisen Vending.



Myrna and Harold Dorfman of AllStar Distributing proudly display their series of sea and farm animals, designed by AllStar. They exhibited both at the ASI and NBVA shows in Las Vegas.

The annual trade show in year 2001 will be at the Adam's Mark Hotel in Dallas, Texas from April 19-21. The Adam's Mark is the largest hotel in Texas.

For further information contact the National Bulk Vendors Association, 312-621-1400; by fax: 312-621-1718; e-mail: nbva@muchlaw.com or by writing N. LaSalle Street, Suite 2100, Chicago, IL 60601-1095. ❑

SHORT-CHANGED AGAIN!

A HAPPY BUCKY BEAVER LOOKS FORWARD TO HIS SERVICE ROUTE, CHANGING PRODUCT AND COLLECTING THE COINS

AS BUCKY PURSUES HIS JOB, QUESTIONS ARISE ... COUPLED WITH AN UNEASY FEELING, WHEN HE DISCOVERS SOME MACHINES WITHOUT ANY COINS ...

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BULK TECH TIME

WITH ROBERT A. BARAKÉ

Interactive Bulk Vending Choices

People have always wanted to be entertained, even if it is in the simplest fashion.

In this installment of ***Bulk Tech Time,*** I'd like to talk about interactive bulk vending machines.

The word *interactive* has certainly taken on grandiose proportions lately, especially when we use it in relation to the internet and in the hi-tech world of computer generated video games. Still, in essence, the meaning of the word interactive remains quite simple. In the coin-operated industry, the first mechanical pinball machines of the 1930s were in fact "interactive." The player could take certain actions that would influence the path of the ball, resulting in the outcome of the game.

One must admit that being involved is in most cases, much more stimulating than just being a passive observer.

One must admit that being involved is in most cases, much more stimulating than just being a passive observer. This theory applies whenever someone drops a coin in a machine to get a product, or pays to be entertained by playing a game. Anyone who drops that coin wants something back for it, and in bulk vending it could well be more than just the product.

In the past ten years or so, there has been quite the trend towards bulk vendors that dispense more than just the product displayed. Whether the machine "puts on a show" by rolling a colourful gumball through spirals and mazes or involves the customer in a simple game in order to get what they initially paid for, interactive bulk vendors, will on average do more sales than a traditional machine with the same product placed nearby. The reason for this is clear—people have always wanted to be entertained even if it is in the simplest fashion.

One common feature among interactive bulk vendors is the extended use of gravity to dispense the product which is usually gumballs due to their shape. This often prolonged use of gravity will usually demand that the bulk vendor be taller or bigger in nature than a traditional vendor, and will thus occupy more space on location. Because of their slightly bigger size, their initial purchase price is higher than a standard machine.

Providing that the interactive bulk vending machine is built to last, in the long run, it will do higher sales and justify its cost. Also, since interactive bulk vendors are slightly more complicated and have a few more moving parts, it is important that they be reliable.

Let's not forget that the beauty of traditional vendors is that their simplicity is what makes them profitable.

In the end, it always comes down to "operator savvy" and the ability of the latter to know and judge the needs of his/her locations in relation to the quality and nature of the equipment.

Regardless, there is one thing that all of us in this industry know, and that is that the only reason we work is because people want to play. ❑

Robert Baraké heads Technical Service at Laniel Automatic's Ontario office.

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- *NO ELECTRICITY REQUIRED*
- *QUICKLY & EASILY SERVICED*
- *MULTIPLE PLAYING SURFACES*
- *HOLDS GUMBALLS, JAWBREAKERS, CAPSULES, SUPERBALLS, ETC.*

Specifications:

Width.....18"
Depth.....31"
Height.....51"
Weight.....100 lbs.
Vend Price.....25¢
Beaver Coin Mechanism

You won't believe the cash revenue the Sports Blaster *generates!*

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E-mail: cancoin@istar.ca

U.S. PATENT NO. 5722656 OTHER U.S. AND FOREIGN PATENTS PENDING

NEW BULK PRODUCTS

NHL Tie Dye

Here is the latest series of *NHL Tie Dye,* sold in Canada exclusively by Allstar Distributing. This new series consists of 30 die-cut stickers.

For more information contact Allstar at 514-685-1400, toll free: 800-685-7066.

SportsBlaster

This interactive pinball game/bulk vendor, *SportsBlaster,* is currently available from Canadian Coin Machine Distributors Ltd., Burnaby, B.C.

Machine requires no electricity, has multiple playing surfaces and holds several types of bulk products.

For more information contact Canadian Coin Machine at 604-420-4008.

Joke Machine & Medallion Series

Beaver Machine Corporation introduces its new *Joke Machine* bulk vendors, a capsule and gumball version, that offers jokes and music along with the product.

If readers have any comments, concerns or suggestions for our new Bulk Vending Section, please contact the Editor at: Canadian Coin Box magazine, 222 Argyle Ave. Delhi, ON, N4B 2Y2 tel; 519-582-2513, fax: 519-582-4040, e-mail: coinbox@annexweb.com
For more information on special advertising rates in this new Bulk Vending Section contact Jim Dillon at tel: 519-582-2513, fax: 519- 582-3412 or e-mail: vending@annexweb.com

Tomy•Yujin Introduces . . .
THE MILLENNIUM ANSWER
to capsule vending
HIGH QUALITY COLLECTIBLE LICENSED CHARACTERS
Tomy-Yuji Corporation offers superiior products to consumers for just one tooney. Nintendo™ Mario Brothers figure collection, Nintendo™ N64 key chains, Nintendo™ Game Boy™ viewers, and Nintendo™ Donkey Kong™ collectibles are now available.
Nintendo™ Mario Brother Figure Collection
Nintendo™ Zelda™ Figure Collection
Nintendo™ Game Boy Viewers
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The innovative GACHA™ delivers:
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There are 250 jokes per tape. The machines are available on a 10 gauge steel powder coated stand, two per stand and are available in gumball and capsule versions.

Beaver also offers its *Medallion Series*, mid-priced vendors with an upscale image. Available in Gold, Silver and Bronze finishes. A safety feature included is the clear polycarbonate globe that will withstand substantial impact without shattering.

For more information contact your local distributor or for referral call Beaver Machine Corporation at 905-836-4700. ❑

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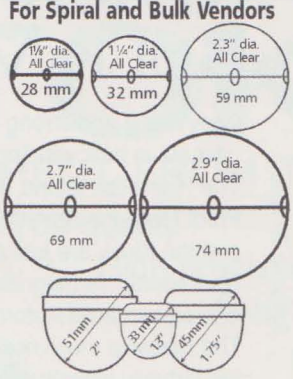
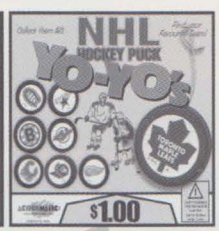


Toy Filled Capsule Mixes 25¢, 50¢, $1.00 and $2.00. for Canadian Operators



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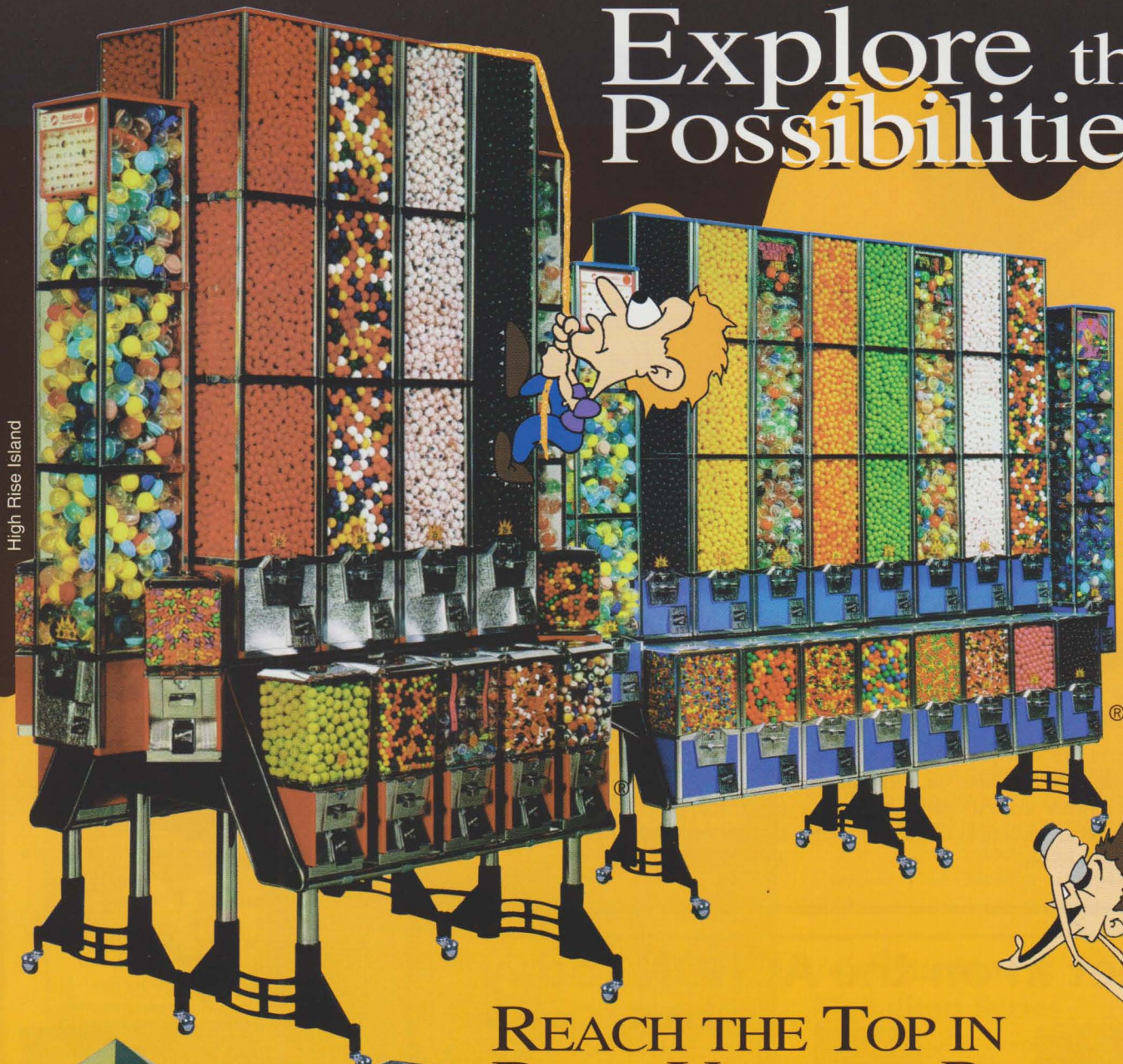
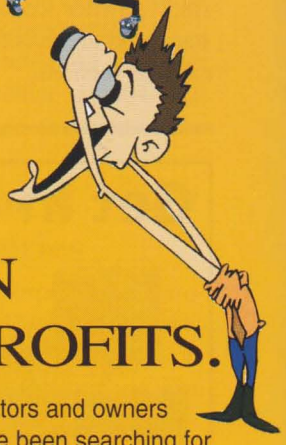


High Rise Island

High Rise Front Row



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CALENDAR 2000

Your trade associations are having regional golf tournaments from June through September, 2000. Call your association for details.

August:

17-20—TAMA, GTI Expo 2000, Taipei, Taiwan. Contact: Game Time International: +866-2-2760-7407.

September:

9-11—Canadian Coffee & Tea Expo, Toronto, Ont., tel: 416-784-3831, or 905-474-0172.

12-14—EXPOLONIA, International Exhibition of Entertainment Equipment, Warsaw, Poland. Contact: Martin Dempsey or Susan Feery, tel: + 353-0-45-521190.

19-20—Canada's Tea Industry 8th Annual Fall Conference, Niagara-on-the-Lake, Ont., tel: 416-510-8649.

21-23—Amusement & Music Operators Association, and Fun Expo, Las Vegas, Nev. Contact: AMOA: 800-937-2662 or Fun Expo: 203-840-5427.

October:

5-7—National Automatic Merchandising Association National Expo, New Orleans, La., tel: 312-346-0370.

15-17—Hostex, Toronto, Ont., tel: 416-923-8416.

November:

3-4—Ontario Coffee and Vending Service Association conference, White Oaks, Niagara-on-the-Lake, Ont.

14-18—IAAPA Convention & Trade Show, Atlanta, GA, tel: 703-836-4800.

Keep the industry informed! Send your information to be listed in our Calendar of Events free of charge or fax: 519-582-4040, e-mail: coinbox@annexweb.com

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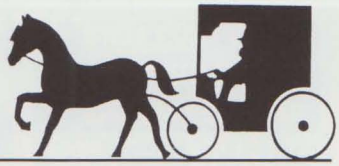

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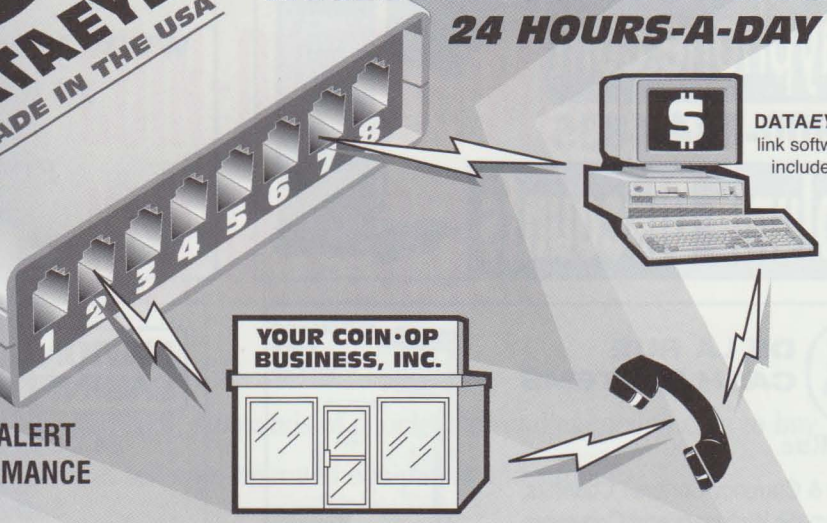

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NEW PRODUCTS

Cruis'n Exotica

Midway Games introduces *Cruis'n Exotica,* the highly anticipated video game sequel to Cruis'n USA and Cruis'n World. This racing game features exotic locales such as the dense Amazon rainforest, India and Alaska.

For more information contact your local distributor or for referral call Midway Games Inc. at 773-961-1000

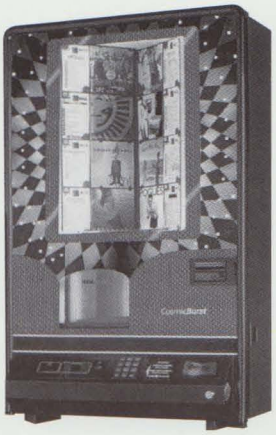
Gockey

Gockey Inc. of North Bay, Ont., has created a coin-op version of its popular tabletop combination hockey and golf game, *Gockey*. The is a two player goal scoring game.

The game table does not require any electrical hook-ups. Game weighs approximately 200 lb, includes Gockey Arena, six sticks and twelve balls.

Distributors are currently being sought.

For more information contact Gockey Inc. at 705-495-4378, toll free: 888-228-9864.



CosmicBurst

NSM's latest wall mount jukebox, *CosmicBurst*, offers a cool, enticing appearance. Features include an easy to view, 8-jacket title display and the 100-disc MBC III CD changer. This jukebox marks the introduction of NSM's ES VI technology featuring a 500-watt output digital amplifier and the capability to add a second amplifier, giving the unit up to 1000 watts of output power

For more information contact your local distributor or for referral call NSM America at 630-860-5100.

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Beam Bot Back

Skeeball Inc. introduces its newest redemption game, *Beam Bot Back*. With bright, colourful graphics and a large looming spaceship, Bot is on the simple mission to return home.

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Johnny One Note

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Striker Xtreme

Stern Pinball, Inc. introduces its newest pinball game *Striker Xtreme*. The game with an international soccer theme has custom speech chips available in German, French, Italian and Spanish.

The game has a real action Goalie who blocks, passes and saves. Features include a simulated corner kick, upper 3rd flipper, throw-in shot, 3-choice skill shot, stadium multiball release mechanism and a dual flipper return lane.

For more information contact your local distributor or for referral call Stern Pinball Inc. at 708-345-7700.

Conquest

JVL Corporation introduces its newest game, featuring both new hardware and software, *Conquest*.

The new game features flash Memory and is CD-ROM driven for improved speed and easy updates. It also has an *iTouch4* environment; a sleek new industrial strength cabinet; improved operator access for easy secure collections; larger 15" SVGA Monitor and over 70 total games included. The four new games are Air Hockey, Rush in Attack, Squax and Xtreme Racing. The unit is internet/modem capable, and also has Pentium-level power and digital sound; customizable advertising screens; and multi language flexibility. Available in a countertop or upright version.

For more information contact your local distributor or for referral call JVL Corporation at 905-303-3360. ❑

Send your New Product releases with photo to Editor, Canadian Coin Box magazine, 222 Argyle Ave., Delhi, ON, N4B 2Y2, fax: 519-582-4040, e-mail: coinbox@annexweb.com

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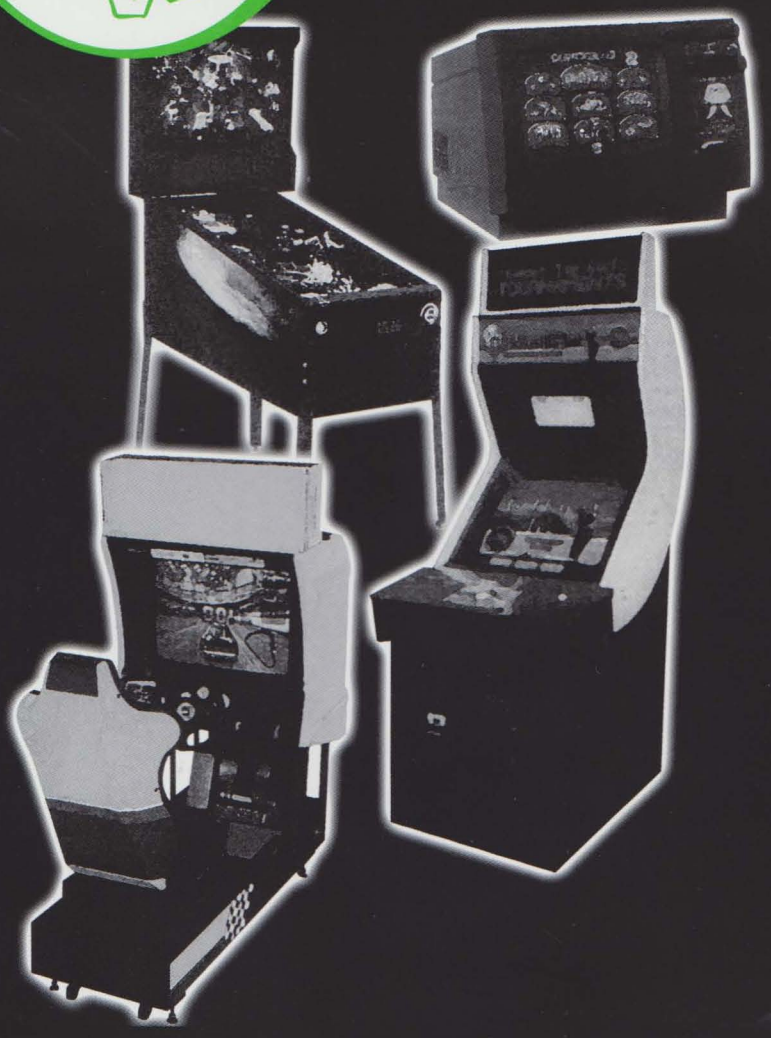

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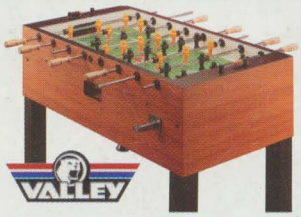

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